



■ spotlight

June 2011 Vol. 44 No. 06

2011 MIAMI CONVENTION



Roger Smith
President & CEO
AIL & NILICO

Full Speed Ahead!

"Every now and then go away, for when you come back to your work your judgment will be surer." — Leonardo da Vinci

After Convention each year, I invariably think to myself that it was the best ever and couldn't possibly get any better. Yet each year, I'm blown away again! The 2011 Convention at the beautiful Miami Fontainebleau Hotel was an absolute blast. As always, it was a pleasure to interact with members of our Field Sales Force and Public Relations Team; as it turns out, one of the largest groups we've ever taken to Convention. The more the merrier!

I enjoy all the various parties and receptions, but one of my favorites is the First Timers Reception. I so enjoy meeting the newest members of the AIL/NILICO family and I get a kick out of watching them have fun. For most, it's their first real taste of the sweet rewards of *Opportunity Unlimited*. Once they've had that taste, it's a sure thing they don't want it to be the last!

Of course, the main purpose of Convention is to recognize and reward those who worked so hard to qualify, especially our top producers. That's why we pull out all the stops on Awards Night. How cool was it to watch The Imaginaires cirque show during dinner, then have the performers walk our winners to the stage? We won't forget the color and pageantry of this Awards Show for many years to come, not to mention yours truly sporting a sultan costume!

At General Session, I alluded to the fact that now, more than ever, I need you — each and every AIL/NILICO Field Sales representative and PR Team member — operating at the absolute top of your game. We have big visions to actualize, big goals to realize. We have work to do.

Let me state those goals again for the benefit of those who may be new to our Company:

- We are striving to become the premier in-home life insurance company serving working families in the United States, Canada, New Zealand, and (soon) Europe.
- We want to be the brightest light, the strongest, most vital and profitable company within Torchmark Corporation.
- Like our theme states, we want to *"Make the Difference."*

Bringing these visionary statements to life, I believe, hinges on the fourth goal:

- We want to write \$250 million ALP by 2014.

This is the keystone upon which our big goals, our big dreams are built, the solid foundation to give them structure and strength to stand. If we do THIS... all the other goals are a done deal.

Dreams this big require passion and momentum to become reality. Don't hold back. The time is NOW to push the pedal to the floor and head full speed into the future that is our destiny. We can do this. We WILL do this!

Thank you for your dedication, your loyalty, and your commitment. This is our time, our moment, our opportunity, and it is our legacy to *Make the Difference*.



■ spotlight

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FPO

SGA CAREER TRACK New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$2,072,020 in bonuses. For more information on the monthly bonuses, turn to Page 04.

Total: \$2,072,020

REQUIRED RETENTION RATE

Effective Jan. 1, 2011, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	68.0%
Net to Gross:	78%

DATES TO REMEMBER

eApp business should be uploaded to Home Office by **Friday 07/22 before 2:00 P.M. CST**. Paper apps and PR credits must be at HO by **Wednesday 07/27** to count for July production.

CORRECTION

May's issue, containing April's Promotions, incorrectly listed some individuals under the category heading of GA instead of SA.

MAY ACHIEVEMENTS

PRODUCTION: \$11.6M Net ALP

GROWTH OVER 2010: 6%

AGENT COUNT: 4,258 — ALL-TIME RECORD

CODES: 742 — 4th Best Month EVER!



MILLION DOLLAR CLUB

PG. 05



LEADERSHIP ACADEMY

PG. 06



AIL GIVING

PG. 10



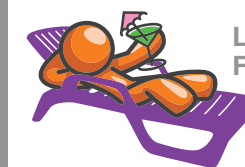
PR CONVENTION HIGHLIGHTS

PG. 11



2011 MIAMI CONVENTION

PG. 12



LOOK FOR ME!

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2012 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2012 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to the Hard Rock Hotel & Casino in Punta Cana, Dominican Republic! The convention will be held May 22-25, 2012.*

Bonus

LEADERSHIP BONUS

Qualifier	Amount	SGA
Ben Halali	\$43,623	Jatoft-Foti
Gil Legarte	33,748	Jatoft-Foti
Ernesto Magat	23,366	Jatoft-Foti
Matthew Parks	20,552	Surace-Smith
Michael Vasu	20,438	Surace-Smith
Simon Rolland	19,228	Steve Friedlander
Patrick Bendure	16,119	Surace-Smith
Matthew Diulus	15,143	Simon Arias
Taina Lameko	13,827	Steve Friedlander
Stephen Hill	13,520	Steve Friedlander

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Diego Madrid	\$8,110	Jatoft-Foti
Erez Shabtay	7,502	Cohen-Cohen
Tone Munro	6,688	Steve Friedlander
Amy Shui	6,129	Giglione-Ackerman
Mark Neilson	5,183	Altig-Orlovic
Ryan Kendl	5,154	Altig-Orlovic
Daisy Kwong	4,436	Jatoft-Foti
Samson Adelufosi	4,142	Giglione-Ackerman
Samvel Tigranyan	3,894	Cohen-Cohen
Joshua Lenix	3,805	Surace-Smith

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$4,024	Jatoft-Foti
Frank Kolligian	1,240	Slav Bitman
Nabil Spahi	1,154	Giglione-Ackerman
Nicole Bailey	1,102	Altig-Orlovic-Deley
Lawrence Dennis	952	Paul Rumbuc
Breanna Newkirk	873	Steven DiChiaro
Leary Andrews	766	Matt Henderson
Lance Martin	737	Surace-Smith
David Higa	717	Cohen-Cohen
Richard Walus	711	Bob Olson

Bonus Total: \$2,072,020

Founder's Club May 2011 Qualifiers

Outstanding Producers & PR Representatives:



Max Quasem
Cohen-Cohen Agency
22nd Qualification
\$81,523 Net ALP
78.7% Ret



Lily Tchen
Cohen-Cohen Agency
13th Qualification
\$75,904 Net ALP
85.9% Ret



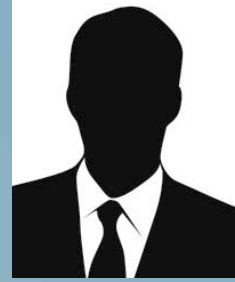
Samson Adelufosi
Giglione-Ackerman Agency
3rd Qualification
\$75,124 Net ALP
82.9% Ret



Katie Massart
Altig-Orlovic Agency
2nd Qualification
\$71,102 Net ALP
78.8% Ret



Joshua Lenix
Surace-Smith Agency
1st Qualification
\$74,711 Net ALP
79.2% Ret



Samvel Tigranyan
Cohen-Cohen Agency
1st Qualification
\$63,460 Net ALP
84.8% Ret

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.
Congratulations on your achievements.



Timothy Clark
Surace-Smith Agency
Contract Date 5/11/00
Qualified May of 2011
\$1,011,416 of Net ALP



Jose Lopes
Prata Agency
Contract Date 5/02/06
Qualified May of 2011
\$1,001,314 of Net ALP

Reminder

Food Collection for Food Banks

Remember to collect a donation of canned food or other non-perishable food items when visiting member homes. **Our Company takes great pride in being able to give back to the communities we serve in times of need — it's who we are.** The PR Team advises the group leader in advance that this is our policy.

So, don't be shy! Always ask for the donation, and don't forget to actually collect it before you leave. Your help and follow-thru is imperative for us to continue this tradition of helping working families.





LEADERSHIP ACADEMY

Leadership Academy 301: Top Gun

Leadership Academy 301, affectionately dubbed “Top Gun,” is Strategic Advanced Leadership Training. Our intent is to engage in two full days of strategic, specific, and applicable leadership skills in the three key areas of recruiting, agent training and accountability, and developing agency builders. The process is hands-on, intense, and interactive. The recent 301 session was comprised of 20 seasoned MGAs. Below is feedback from a few.

Once an MGA completes 201, the next step along the path to leadership opportunity at AIL is to attend 301. Veteran MGAs who completed the old LDS are also welcome. MGAs who attend 301 return to their agency with enhanced skills they can implement immediately to build a larger and healthier hierarchy.

“I have implemented many of the systems that both Larry and Domenic said would lead to success. As a direct result, since I have been back I have had 6 codes (real codes \$1100 ALP on first submit), three new First Time 15 percent bonus earners and a fourth on the way. I have nine people in my hierarchy, all of whom are submitting agents this week. I promoted both my SAs to GAs. You can see that in just a short time, I have done so much. I couldn’t have done all of this so quickly without the skills I learned at 301. Thanks so much, and I’m itching with excitement to take the next step in my career!”

— Jason Adamo, MGA, Wolfanger Agency

“One of the things I got from the class is High Impact Recruiting. The things I learned from the meetings were to surround yourself with winners; it starts with the recruiting process. Bring in the people YOU want. It’s all about having a winning culture, and I don’t think the Company could have anyone better than Larry and Dom leading the charge to \$250 million. Great job, guys. I think I am speaking for everyone who has had a chance to get to know you guys when I say this company is better off for what you do to help all of us.”

— Chris Jordan, MGA, Hancock Agency



“Top Gun 301 taught me that culture is the most important tool to really grow your business. Without culture you will never be able to reach your full potential. Since 301, we have made some much-needed adjustments and we now have our recruiting and agency culture in place. We had accountability issues; 301 helped me come back and take ownership: it is up to me to make sure we all understood our roles as leaders and developers. Top Gun has been a great training program that I highly recommend to any manager that gets the privilege to attend.”

— Brandon Cooley, MGA, Yanukyuan Agency

“We spoke about results. Effort doesn’t win championships, results do! We must focus on our results every day and never lose sight of our vision. The bigger you want to become the more you need to be able to move a large group emotionally! Lesson learned: we need VISION in order to achieve RESULTS. We were introduced to a monthly goals report where we can now hold our people accountable for RESULTS! I believe that the most important thing I learned at LDS 301 is the law of influence and the power our VISION has on our RESULTS. Any up-and-coming SA, GA, MGA or RGA: you MUST attend LDS 301 so you can stop pointing the finger for your results. Remember, when you point one finger, there are three more pointing back at you! STAGE 2012 — WATCH ME!”

— Jason Bratin, MGA, Pappas Agency



Direction



Rob Falvo

Senior Vice President
of Field Operations

Why I Love Convention

Having just returned from my 20th Convention — that’s how many I can remember — what still stands out the most is the incredible energy that permeates the meetings and all the functions. It’s the energy that you feel when you are surrounded by WINNERS!

One thing we know about our Company is that, for the most part, those who have enjoyed success have done so because of their persistence, especially when times got tough. One other thing that stood out to me in Miami was a few people that I thought would/should be there had not qualified. So I asked a few people from their agency and I found out why they were absent... THEY QUIT.

What is it that makes some of us quitters and others winners? Are we that way by choice, or were we born like that? Think of your own situation. It may be different in different times. When we were younger, we might have been more inclined to be winners, and the older we got, the more we became quitters. Why is it like that? For one thing, if we surround ourselves with negative people, we tend to quit. That’s why it is important for all of us to choose the people around us carefully.

Look at the different approaches of quitters vs. winners. Winners are positive and seize the opportunity in everything. Quitters are negative and see problems at every turn. So how do we bring these two into closer alignment? Is it obvious to change the negative person? Who decides what is right or wrong? It might be that the negative person is more objective to the issue, and the positive one is simply naïve.

The more opportunities we raise, the more positive solutions we come up with, the less time and space there will be for the negative solutions or quitters. Do like Mother Teresa: do not fight the war, but instead be proactive for peace. Do not fight the negative; be proactive with the positive. It sounds so easy, and it is!

You just have to do it. The more of us at AIL/NILICO that think and act like winners, the bigger and better our individual and collective futures. Always remember the Italian proverb: “Keep company with good men and you’ll increase their number.” I look forward to experiencing the ENERGY of this great Company next year at the Hard Rock in The Dominican Republic.

Share your enthusiasm with others so they, too, can qualify and really get an understanding of the astounding culture we have at our great company.

Anniversaries

42 Years of Service
Pater Nielsen, PR
30 Years of Service
Bert Feldman, MGA
29 Years of Service
George Farenthold, PR
21 Years of Service
John McCreary, MGA
19 Years of Service
Dick Case, PR
18 Years of Service
Patrice Amador, MGA
17 Years of Service
Brian Troublay, SGA
16 Years of Service
Cheryl Cook, PR
15 Years of Service
Sandra Knapp, PR
Patrick Parisi, Agt
13 Years of Service
Preeti Sahgal, MGA
12 Years of Service
Julie Aprahamian, Agt
Gregory Engrav, Agt
James Schneider, Agt
Mario Soljan, PR
11 Years of Service
Lorena Barriere, Agt
Elizabeth Hodgson, SA
10 Years of Service
Susan Bergh, MGA
John Bulecza, MGA
Volodymyr Derevyanyy, RGA
Tracy Haden, MGA
Christopher Hernandez, SGA
Meneluo Perakis, GA

Cas Robinson, PR
Imran Satti, SGA
Jeremy Welch, SGA
Matt Wolfanger, SGA
9 Years of Service
Robert Boyer, Agt
Chad Deley, SGA
Daniel Potilechio, Agt
Elaina Sinner, SGA
Yvonne Zarathustra, MGA
8 Years of Service
Samson Adelufosi, Agt
Micah Cohen, SGA
Steven DiChiaro, SGA
William Gordon, Agt
Laura Mackin, PR
Anthony Mele, Agt
Crystal Reeves, Agt
7 Years of Service
Nicholas Engrav, MGA
Rita Haidinger, MGA
Michael Laramie, RGA
Randy Teyssier, MGA
6 Years of Service
David Guzman, Agt
Alina Latinsky, PR
Natalie Linker, MGA
Jared Mlinarich, Agt
Alan Silverman, RGA
Ryan Tucker, RGA
5 Years of Service
Daniel Armstrong, RGA
Jason Ihle, PR
Michael LiBassi, SGA
Mathew Mealey, MGA
Jenny Patterson, Agt

4 Years of Service
Robert Granzow, Agt
Danielle Jankowski, RGA
Dmitriy Kagan, MGA
Brian Lee, SA
Dewey Lewis, GA
Timothy Matteson, MGA
Jennifer Mitchell, Agt
Richard Sprigg, MGA
Lori Vaughn, PR
Timothy Velky, MGA
Daniel Walton, GA
Brian Wolchok, Agt
3 Years of Service
Mercedes Ayala, Agt
Caleb Douce, MGA
Rosemary Fleming, Agt
Jesse Lawson, RGA
Ernesto Magat, MGA
Olivia Mahieu, Agt
Allen Nelson, MGA
Jay Newsome, Agt
Steven Rotherforth, SA
Kilisimasi Segal, MGA
Thomas Vena, MGA
Charles Wachuku, Agt
Jack Wang, MGA
Roger Weisman, GA
2 Years of Service
Georgia Anagnostopoulos, Agt
Shannon Bennett, PR
Loretta Ekeroma, GA
Javier Esquivel, SA
Pamela Furuya, Agt
Amandeep Gill, Agt
Bryant Hendley, MGA

Josh Juggassar, GA
Michael Kyatt, SA
Pelenatete Lamsam, Agt
Joseph Lasalle, SA
Marion Magat, Agt
Katie Massart, MGA
Curtis Moreland, SGA
Rosezita Niwha, Agt
Ronald Rennich, MGA
Lisa Richardson, Agt
Samvel Tigranyan, Agt
Ronald Trombetta, MGA
Vaipou Vaoga, SA
Adam Zlupko, GA
1 Year of Service
Chenyn Allen, SA
Leary Andrews, Agt
Jesse Atkinson, Agt
Joseph Babineau, Agt
Karen Barbour, GA
Matthew Barrion, GA
Charles Belt, GA
Edward Benes, MGA
Corey Bryant, GA
Candice Carstarphen, Agt
Jordan Chalom, MGA
J D Chavez, SA
Brenden Chun, Agt
Michael Clemente, MGA
Steven Cox, MGA
Mark DeFrancisco, Agt
Oscar Flores-Najarro, Agt
Erna Gasanin, SA
Barbara Good-Hammond, Agt
Christopher Grunditz, GA
Darlyn Hansen, Agt

Laaina Havea, Agt
Clayton Herron, SA
Kenneth Johnson, Agt
Jay King, Agt
Melne Lewis, MGA
Kafei Liu, Agt
Tevita Liutai, GA
Richard Lyddon, GA
Akesa Mau, Agt
Matthew McBride, MGA
Patrick Moran, RGA
Chen Mordechai, SA
Dennis Munro, Agt
Tone Munro, SA
Arash Nazhand, Agt
Dennis O'Neill, MGA
Brent Penno, SA
Eric Peyton, Agt
Robert Powers, Agt
Patrick Rieger, MGA
David Rockway, MGA
Luisa Samisoni, Agt
Jonathan Santiago, GA
Lilliann Scott, Agt
Beverly Smith, Agt
Talanoa Takeifanga, GA
Mohamed Tawfik, Agt
Stacy Taylor, PR
Brad Thompson, Agt
Georginna Thornhill, GA
Victor Vicario, MGA
Justin Wallin, Agt
Tamara Williams, PR
Konnor Wyly, GA
Peng Zhou, SA

New Directors

James Gray



After a successful career in the import/export business, and a stint as a high school basketball coach, James came to the insurance industry 11 years ago. He began as a field sales agent and moved up through the ranks to the top field management position in just three short years. "The thing I like the best and the thing I'm best at is building — building relationships and building agencies." James, wife Stephanie, and daughters Skyler and Emma Kelly live in Edmond, Oklahoma.

Ed Porter



Insurance is in Ed's blood. His father was associated with Torchmark Corporation for more than 30 years, and Ed began working with his Dad as a telemarketer in high school. He started his insurance career right out of college. He says his strength lies in his ability to help agency leaders pinpoint and correct areas that are holding them back from attaining their goals. "I love helping people achieve things that they themselves might not even think they can." Ed lives in Lake Mary, Florida.

Promotions

REGIONAL GENERAL AGENT

Kellen Cuttance
Mitch Duplantis
Magda Figueiredo
Danielle Jankowski
Jason Lassic
Atta Saleh
William Smith
Michael Stearns
Jarred Sykes

MASTER GENERAL AGENT

Adeyemi Akinade
Derron Alexander
Baylee Burrowes
Holly Cook
Mark Danner
Richard Dyer
Joshua Fritz
Reade Hogan
Kyle Johnson
Jeffrey Maher
Myron Montano
John Ophals
Kenard Pinkston
David Rockway
Darcy Schrieber
Siupeli Tuitupou
Nasir Wingate
60% GENERAL AGENT
Jude Bordeaux
James Buller
Astrid Cartagena
Courtney Griffith
Alyssa Mochen
Monica Murray
Bryan Peters
Ronald Rennich
Ramzy Sayyah
Lucan Schmidt

Brandon Schwed
Francois Telfort
Seande Vinson
Brian Wallace
Patricia Weaver
Hannah Welfling
Beth Wiese
57.5% GENERAL AGENT
Monica Beard-Jubert
Justin Chaffee
Scott Cooper
Michael Copeland
Bryan Czajkowski
Andrew Dailey
Joshua Fosnight
Andre Hawthorne
Jewls Keene
Sanele Lafaele
Rachel Lewis
Aiman Mousa
Tien Nguyen
David Nham
Benjamin Randle
Harold Robertson
Bobby Szwaja
Eric Trautloff
Bryon Welch
Thomas Yarbrough
55% SUPERVISING AGENT
Ahmad Abdollahzadeh-Parsa
Josh Bloomquist
George Brown
Jillian Brown
Julian Brown
Ruben Cal
Jennifer Clark
Valerie Cormier
Valeria Diaz-Oramas
Deane Guldán

Vanessa Gutierrez
Keith Heckroth
Cory Hobbs
Kurtis Hopkins
Stephanie Leon
Ricardo Lopez
Chris Manning
Loren Martinez
Olukuse Mason
Christopher McFoy
Andrew McQuade
Julia Misluk
Aaron Ralston
Omar Reyes
Pelagio Silva
Edward Slater
Jordan Steinberg
Andrew Sunkin
Albie Udom
Bradley Wheat
Lisa Wilson
Jimmie Young
52.5% SUPERVISING AGENT
Charles Angle
Adam Azril
Andrew Bayang
Alison Beal
Daniel Bernard
Olina Bishop
Antonio Bond
James Boyne
Allen Brown
Kathryn Brown
Ashley Brunett
Mark Bushor
Brenda Campbell
Clark Coles
Stephen Cox
Nathan Davis

Jessica Dean
Samantha Dernbach
Nina Dolman
Rashaan Elam
Sharon Englert
Joseph Falzone
Uatesoni Filimoehala
William Flournoy
Wilhelmina Ford
Michael Gapastione
Karen Garcia
Doris Garrett
Scot Gates
Dennis Gilpin
Alexander Gonzalez
Nancy Gonzalez
Terence Gordon
Amarildo Hajro
Eddy Hauff
Cheron Henderson
Alta Herpel
Eric Hidy
Jeremy Hull
Sherri Jacobson
LaLitha Janardhanan
Natasha Jones
James Kiko
Emilio Kim
Ryan Kissling
Tobias Klipfel
Timothy Kramarenko
Joseph Kunka
John Larson
Amber LeMasters
Patrick Lesatele
Shaun Loy
Lolinita Maue
Sylvester Mba
Jennifer McBroom

Andre McCallum
Kristan McConnell
Brandon McCrear
David McDonald
Mark McFarlane
Enrique Meza
Tanya Mitchell
Raphael Musto
Maurice Navarro
Dan Nebraska
Cody Nelson
Marco Omiago-Philips
William Pettengill
Madai Price
Ataka Reed
Howard Roberts
Samantha Romano
Norman Roy
Marc Salvaggi
Kelli Schwichtenberg
Ofa Siasau
Brandon Smith
Jong Song
Domonique Taylor
Christopher Theodat
Kyna Thomas
Bradford Usher
David Vu
Anthony Vuolo
Chen Wang
Markena Ward
Shannon Webb
Ellen Weinstein
Tivona Whiting
Blake Williams
Natasha Williams
Corinne Wint
Ran Yi
Rocco Zagari

Director of the Month

Leaders growing leaders!

Sales Director

Rob Gray

Rob had 13% increase in ALP over 2010.

We salute your superb performance!



Leaders growing leaders!

PR Director


Susan Fuldauer

Susan had positive lead growth of 2,136 leads in May.

We applaud your excellent production!



LABOR LETTER



Publication Honored by the:



AIL/NILICO's Labor Letter was recognized recently by the 17th Annual Communicator Awards honoring excellence in communication. The publication was awarded an Award of Distinction in the "Print: Corporate Newsletter" category. The Award of Distinction is presented for projects that "exceed industry standards in quality and achievement."

The Labor Letter, distributed in print and digital format, is available at no cost to labor federations and international, national, and local labor unions across North America and New Zealand. It features news about the labor movement and labor-related causes that may not always be covered by mainstream media. The goal of the Labor Letter is to keep AIL/NILICO's involvement in labor-related causes in front of union groups.

The Communicator Awards is the leading international awards program honoring creative excellence for Communications Professionals. For more than a decade, the Communicator Awards has honored the best creative work in the communications fields. The Communicator Awards receives over 9,000 entries from companies and agencies of all sizes, making it one of the largest awards of its kind in the world.



■ Outlook



Debbie Ensted
Vice President of
Public Relations Field Operations



Christina Stableford, Isabel Sanchez & Marlene Alen

PR at Miami Convention

"It is a happy talent to know how to play." - Ralph Waldo Emerson

The 2011 Convention at the fabulous Miami Beach Fontainebleau Hotel is now just a memory, but, oh, what memories we made! As always, it was great to reunite with our PR family to relax and catch up with everyone. And, we do know how to have fun!

In his remarks at General Session and Awards Night, Roger urged us all to use our time at Convention to recharge ourselves, because we have big visions to bring to life in the coming days. Larry Winget, the keynote speaker at General Session gave some good advice to bring back to work with us: go to work, don't whine, be nice, and take responsibility. I know our PR Team took this advice to heart and are back to work with renewed vigor and conviction.

Congratulations to our PR award winners: Malka, Robin, Mario, Ken, Susan, and Patti, and thanks to everyone for your dedication to delivering AIL's message to our markets!



Donna Sauers, Billy Sauers & Jacqueline De Vooght



Al Wall, Debbie Gamble, Diane Crelia & Ken Alitzer



Bottom Left to Right: Diana Crosby, Debbie Ensted & Rachelle Valdez
Top Left to Right: Denise Bowyer & Sheila Krein



Rachelle Valdez & Sheila Krein

ATTENTION

Agency Field Force & Public Relations Team



A new website highlights AIL's community service and charitable causes! Here's a fast and easy way to show our customers American Income's heart!

Visit **www.ailgiving.com** and be sure to use the links to social media "Like" us and "Share" the word!



THE AWARD WINNERS



Steve Friedlander



Ofa Tupouniua



Robin Andrade



Kraig Jilge



Mario Soljan



Ben Halali



Karen Gagarin



Ken Altizer



Erez Shabtay



Domenic Bertini



Susan Kelleher



Malka Arony



Patti Morgan



MIAMI

2011 CONVENTION FONTAINEBLEAU

Nearly 1,000 AIL/NILICO qualifiers and their guests attended the 2011 annual convention at the newly refurbished Miami Fontainebleau Hotel May 30-June 2.

The Fontainebleau did not disappoint, from the beautifully appointed rooms to sumptuous dining experiences to the luxurious Lapis Spa to the dazzling LIV nightclub, to the expansive pools and beach. There was truly something for every one of the 473 qualifiers and their guests.

Among the high points of the first-class event was no-nonsense General Session keynote speaker Larry Winget aka The Pitbull of Personal Development®. Each attendee received a signed copy of Larry's latest book, "It's Called Work for a Reason."

Awards Night kicked off with a cocktail reception followed by a cirque performance by The Imaginaires. Our own Roger Smith made his grand entrance as a sultan, after which award winners were escorted to the stage by colorfully clad members of the troupe.

The final night of the Convention was truly a night to remember, as AIL took over LIV, rated the #2 nightclub in the world by Reuters. Of course, we rocked the house — what a party!

Old friendships were renewed, new ones were formed, as AIL family bonds were strengthened and a good time was had by all!

“ The Fontainebleau resort was simply amazing. The views were spectacular and the only thing that was better was the ocean water. I spent most my time between the pool and the bar and it was a great way to relax. This was my first visit to Miami and I would definitely go there again. ”

— Ben Halali, RGA

“ This convention was one of the best so far. The weather couldn't have been better, the hotel was great. All the events were well organized — as always — and guest speaker Larry Winget was the most motivational speaker I have ever seen. My favorite night was the Night Club night at LIV. It is always great to be in the company of our peers so we can share our experiences and get better acquainted. ”

— Robin Andrade, PR Representative

“ A fabulous convention! I think everyone was in great spirits. The excitement and energy was fantastic, and we all came back with increased motivation and commitment toward our collective goals. ”

— Imran Satti, SGA

“ Miami convention was fabulous, exquisite, relaxing and so much fun! All this in an upscale facility surrounded by the sunlit sea... and you get to do this with long time friends while building new friendships within the AIL/NILICO family! My favorite part of the convention was the awards banquet, where the champions tell of the sacrifices they have made for success and the special persons who have helped along the way. ”

— Patti Morgan, PR Director

Individual Producers



1. Diego Madrid
Concord, CA



2. Tone Munro
Auckland, NZ



3. Yvonne Zarathustra
Concord, CA



4. Erez Shabtay
Los Angeles, CA



5. Amy Shui
Eatontown, NJ



6. Mark Neilson
Provo, UT



7. Daisy Kwong
Concord, CA



8. Ryan Kendl
Provo, UT



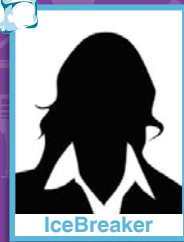
9. Kristy Nguyen
Roseville, CA



10. Samson Adelufosi
Eatontown, NJ



11. Ben Halali
San Jose, CA



12. Laura Bernardino
Concord, CA



13. Christian Napiza
San Jose, CA



14. Benjamin Luca
Cleveland, OH



15. Maria Rocha
Roseville, CA



16. Roghie Hassan Loo
Toronto, ON



17. Terrence Asuncion
Roseville, CA



18. Samvel Tigranyan
Mission Hills, CA



19. Joseph Geer
Columbus, OH



20. Rebecca Najlis
San Jose, CA

IceBreakers

James Miller
Concord, CA
\$16,627 Net ALP
Sarai Castanon MGA
Jatoft-Foti SGA

Melissa Wartman
Cleveland, OH
\$15,445 Net ALP
Mathew Parks MGA
Surace-Smith SGA

Ahmad Malikyar
Concord, CA
\$14,050 Net ALP
Gil Legarte MGA
Jatoft-Foti SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

May Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Diego Madrid	\$56,462	96		Gil Legarte	Jatoft-Foti
2.	Tone Munro	46,108		92.9	Norman Sellen	Steve Friedlander
3.	Yvonne Zarathustra	39,235		73.8	Yvonne Zarathustra	Jatoft-Foti
4.	Erez Shabtay	36,881		89.9		Cohen-Cohen
5.	Amy Shui	35,510		78.8		Giglione-Ackerman
6.	Mark Neilson	30,477		73.2	Nicholas Lorence	Altig-Orlovic
7.	Daisy Kwong	28,805	88		Gil Legarte	Jatoft-Foti
8.	Ryan Kendl	26,910		85.0	Nicholas Lorence	Altig-Orlovic
9.	Kristy Nguyen	25,732		89.3	Ernesto Magat	Jatoft-Foti
10.	Samson Adelufosi	25,200		82.9		Giglione-Ackerman
11.	Ben Halali	23,838		84.8	Ben Halali	Jatoft-Foti
12.	Laura Bernardino	23,532	100		Gil Legarte	Jatoft-Foti
13.	Christian Napiza	23,050		76.2	Ben Halali	Jatoft-Foti
14.	Benjamin Luca	22,508	85		Michael Vasu	Surace-Smith
15.	Maria Rocha	22,078		80.8	Ernesto Magat	Jatoft-Foti
16.	Roghie Hassan Loo	21,920		71.3	Byron Paz	Josh Chalom
17.	Terrence Asuncion	21,553		80.0	Ernesto Magat	Jatoft-Foti
18.	Samvel Tigranyan	21,059		84.8	Erik Graham	Cohen-Cohen
19.	Joseph Geer	20,305		70.9	Patrick Bendure	Surace-Smith
20.	Rebecca Najlis	20,254		88.0	Ben Halali	Jatoft-Foti
21.	Joshua Lenix	20,071		79.2	Michael Vasu	Surace-Smith
22.	Max Quasem	20,033		78.7		Cohen-Cohen
23.	Fritznel Octave	19,728		83.4	Fritznel Octave	Williams-Zophin
24.	Tibor Simon	19,410		92.1	Hyungjun Kae	Altig-Orlovic
25.	Lily Tchen	19,087		85.9		Cohen-Cohen
26.	Alex Gonzales	18,752		74.2	Dorren Ryan-Foti	Jatoft-Foti
27.	Ricardo Marfori	18,363	98		Gil Legarte	Jatoft-Foti
28.	Michael Polakowski	18,336	100		Matthew Diulus	Simon Arias
29.	Shahnaz Toloui	18,303		73.1		Cohen-Cohen
30.	Katie Massart	18,179		78.8	Brenton Betts	Altig-Orlovic
31.	Tatjana Tikhonov	17,615		83.1	Ben Halali	Jatoft-Foti
32.	Ronald Rivera	17,526		90.8		Cohen-Cohen
33.	Lesina Ah Sue	17,160		71.8	Stephen Hill	Steve Friedlander
34.	Ryan Fickert	17,156	90		Patrick Bendure	Surace-Smith
35.	Daniel Toshner	17,000		76.1	Joshua Olin	Altig-Orlovic
36.	Al-Karim Walji	16,918		87.5		Altig-Orlovic
37.	Viliamu Pula	16,821	98		Serah James	Steve Friedlander
38.	Mario Nunez	16,794	98		Gil Legarte	Jatoft-Foti
39.	Bridgette Scrivani	16,786		79.1	Levar Morgan	Theodore Pappas
40.	Maria Ramirez	16,737	95		Carlo Bonifazi	Bob Olson
41.	Omar Hashimi	16,717		76.2		Jatoft-Foti
42.	James Miller	16,627	98		Sarai Castanon	Jatoft-Foti
43.	Casey Sperzel	16,524		76.8	James Allen	Travis Moody
44.	Vatapuia Vavau	16,463		85.6	Lucky Faaititi	Steve Friedlander
45.	Amanda Beyersdorff	15,823		74.8	Mathew Hart	Surace-Smith
46.	Nicholo Arceo	15,562	91		Ernesto Magat	Jatoft-Foti
47.	Melissa Wartman	15,445	100		Mathew Parks	Surace-Smith
48.	Christopher McFoy	15,433	92		Yvonne Zarathustra	Jatoft-Foti
49.	Sean Conway	15,115	95		Scott Hanna	Williams-Zophin
50.	Jonathan Maust	15,114		74.7		Alt-Orl-Hay

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Tone Munro	\$172,393		92.9	Norman Sellen	Steve Friedlander
*2.	Amy Shui	115,799		78.8		Giglione-Ackerman
*3.	Erez Shabtay	114,878		89.9		Cohen-Cohen
*4.	Rebecca Najlis	112,077		88.0	Ben Halali	Jatoft-Foti
*5.	Shahnaz Toloui	100,234		73.1		Cohen-Cohen
*6.	Max Quasem	95,607		78.7		Cohen-Cohen
*7.	Lily Tchen	95,164		85.9		Cohen-Cohen
*8.	Diego Madrid	94,112	96		Gil Legarte	Jatoft-Foti
*9.	Yvonne Zarathustra	93,707		73.8	Yvonne Zarathustra	Jatoft-Foti
*10.	Roghie Hassan Loo	92,642		71.3	Byron Paz	Josh Chalom
11.	Maria Rocha	89,019		80.8	Ernesto Magat	Jatoft-Foti
12.	Matt Flores	88,225		89.1		Cohen-Cohen
13.	Kristy Nguyen	87,591		89.3	Ernesto Magat	Jatoft-Foti
14.	Omar Hashimi	85,354		76.2		Jatoft-Foti
15.	Joshua Lenix	84,555		79.2	Michael Vasu	Surace-Smith
16.	Bruce Tan	82,184		79.7	Christopher Clark	Altig-Orlovic
17.	Katie Massart	80,852		78.8	Brenton Betts	Altig-Orlovic
18.	Casey Sperzel	80,176		76.8	James Allen	Travis Moody
19.	Viliamu Pula	79,608	98		Serah James	Steve Friedlander
20.	Kyle Wrobel	79,313		74.6	Michael Vasu	Surace-Smith
21.	Terrence Asuncion	78,043		80.0	Ernesto Magat	Jatoft-Foti
22.	Amanda Beyersdorff	75,932		74.8	Mathew Hart	Surace-Smith
23.	Samson Adelufosi	75,457		82.9		Giglione-Ackerman
24.	Samvel Tigranyan	74,012		84.8	Erik Graham	Cohen-Cohen
25.	Christian Napiza	73,468		76.2	Ben Halali	Jatoft-Foti
26.	Mark Neilson	73,467		73.2	Nicholas Lorence	Altig-Orlovic
27.	Viet Chung	71,680		86.1	Ben Halali	Jatoft-Foti
28.	Robert Ulreich	71,502		85.9		Jatoft-Foti
29.	Ronald Rivera	71,302		90.8		Cohen-Cohen
30.	Ala Awad	69,167		73.7	Ala Awad	Alex Roland
31.	Ofa Pistor	68,587	92		Taina Lameko	Steve Friedlander
32.	Steve Marker	67,984		74.3	Troy Plummer	Altig-Orlovic-Hay
33.	Ross Ewen	67,191		85.6		Scott Rehberg
34.	Justin Germany	66,074		76.6	Justin Germany	Dan Rubio
35.	Maria Duarte	65,869		82.9	Ben Halali	Jatoft-Foti
36.	Daisy Kwong	65,511	88		Gil Legarte	Jatoft-Foti
37.	Francois Telfort	64,019	91		Ryan Hall	Laura Fisher
38.	Wendy Ornelas	63,474	89		Maria Greene	Jatoft-Foti
39.	Samantha Chui	62,960		85.3	Samantha Chui	Matthew Hogan
40.	Cherri Xie	62,021		75.4		Altig-Orlovic
41.	Elias Hazen	61,994		87.6	Darron Hacker	Surace-Smith
42.	Lesina Ah Sue	61,788		71.8	Stephen Hill	Steve Friedlander
43.	Bridgette Scrivani	61,359		79.1	Levar Morgan	Theodore Pappas
44.	Ryan Fickert	61,191	90		Patrick Bendure	Surace-Smith
45.	Luciana Mosca	60,888		87.9	Carlo Bonifazi	Bob Olson
46.	Jose Harb	60,646		74.2	Ben Halali	Jatoft-Foti
47.	Ivana Ofakineiafu	58,740		77.2	Stephen Hill	Steve Friedlander
48.	Kevin Holtz	58,714		71.3	Michael Vasu	Surace-Smith
49.	Ben Halali	58,262		84.8	Ben Halali	Jatoft-Foti
50.	Ilona Patterson	57,993		85.4		Imran Satti

ALL TIME RECORD: OFA TUPOUNIUA \$392,550 Net ALP

Supervising Agents



1. Matthew Conrad
Cleveland, OH



2. Francisco Zarathustra
Concord, CA



3. Seiloni Filimoehala
Auckland, NZ



4. Senelinah Talamaivao
Auckland, NZ



5. Jeremie Dupuis
Halifax, NS

May Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Matthew Conrad	\$40,728	\$51,633	96	Matthew Parks	Surace-Smith
2.	Francisco Zarathustra	34,545	42,329	94	Yvonne Zarathustra	Jatoft-Foti
3.	Seiloni Filimoehala	33,008	40,615	93	Simon Rolland	Steve Friedlander
4.	Senelinah Talamaivao	26,024	26,961	95	Taina Lameko	Steve Friedlander
5.	Jeremie Dupuis	23,652	21,763	91.9	Daniel Orr	Imran Satti
6.	Val Aiono	21,955	25,257	91	Theresa Setefano	Steve Friedlander
7.	Travis Picklesimer	21,469	34,923	72	Robert Dunn	Surace-Smith
8.	Matthew Cosic	20,695	35,542	95	Michael Vasu	Surace-Smith
9.	Katie Shugert	20,271	26,923	93	Matthew Parks	Surace-Smith
10.	Steven Rotherforth	17,336	24,354	78.6	Stephen Jubrey	Oldham-Bianchi

ALL TIME RECORD: KRISTY NGUYEN \$121,960 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$186,373 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Henry Briggs	\$107,966	\$118,587	94	Taina Lameko	Steve Friedlander
2.	Jeremie Dupuis	100,053	99,648	86	Daniel Orr	Imran Satti
3.	Val Aiono	99,235	116,151	91	Theresa Setefano	Steve Friedlander
4.	Ryan O'Malley	81,319	127,235	90	Haoyu Xu	Imran Satti
5.	Steven Rotherforth	78,102	133,194	78.6	Stephen Jubrey	Oldham-Bianchi
6.	Travis Picklesimer	70,254	145,045	72	Robert Dunn	Surace-Smith
7.	Matthew Cosic	68,266	68,266	95	Michael Vasu	Surace-Smith
8.	Viliamu Pula	62,517	109,012	98	Serah James	Steve Friedlander
9.	Matthew Conrad	62,313	94,751	96	Matthew Parks	Surace-Smith
10.	Jeanette Lancaster	60,826	67,808	68.1	Sarai Castanon	Jatoft-Foti

ALL TIME RECORD: KRAIG JILGE \$501,643 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$959,675 Net ALP

General Agents



1. Cecilia Asopardo
Concord, CA



2. John Setu
Auckland, NZ



3. Kraig Jilge
San Jose, CA



4. Mapa Vaki
Auckland, NZ



5. Karen Gagarin
San Jose, CA



6. Kevin Holtz
Columbus, OH



7. Elias Hazen
Cleveland, OH



8. Ariana Jones
Flushing, NY



9. Bryon Welch
Auckland, NZ



10. Richard Lyddon
Greenwood Vlg., CO

May Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Cecilia Asopardo	\$159,922	\$181,593	80.9	Gil Legarte	Jatoft-Foti
2.	John Setu	70,086	85,164	81.7	Simon Rolland	Steve Friedlander
3.	Kraig Jilge	66,734	129,715	72.1	Ben Halali	Jatoft-Foti
4.	Mapa Vaki	64,114	75,921	88	Taina Lameko	Steve Friedlander
5.	Karen Gagarin	54,492	141,206	78.0	Ernesto Magat	Jatoft-Foti
6.	Kevin Holtz	50,839	72,797	93	Michael Vasu	Surace-Smith
7.	Elias Hazen	48,387	73,372	81.4	Darron Hacker	Surace-Smith
8.	Ariana Jones	43,752	50,438	91	Jason Bratin	Theodore Pappas
9.	Bryon Welch	33,883	45,954	96	Sara Welch	Steve Friedlander
10.	Richard Lyddon	32,505	41,669	93	Matthew Tumquist	Steven DiChiaro
11.	Donna Tremaine	31,614	36,356	95	Steven Cox	Steve Friedlander
12.	Mark Wyner	31,505	31,372	88	Sabrina Lloyd	
13.	Bobby Szwaja	31,426	34,588	90	Levar Morgan	Theodore Pappas
14.	Kyle Wrobel	29,101	110,257	87	Michael Vasu	Surace-Smith
15.	David Livingston	27,305	34,875	69.0	Daniel Hartwig	Surace-Smith
16.	Andrew Dailey	26,042	32,022	92	Brett Gryska	Oldham-Bianchi
17.	Richard Henry	25,797	35,754	93	Ala Awad	Alex Roland
18.	Rachel Bryson	25,661	31,397	78.9	Thomas Vena	Simon Arias
19.	Zbigniew Stankiewicz	25,480	41,172	74.7	Samuel Cohen	Fred Hadayia
20.	Michael Matteo	25,252	28,861	69.2	Brett Gryska	Oldham-Bianchi

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Cecilia Asopardo	\$300,103	\$363,108	80.9	Jatoft-Foti	
*2.	Mapa Vaki	296,282	379,069	87	Taina Lameko	Steve Friedlander
*3.	Kraig Jilge	289,978	565,663	72.1	Ben Halali	Jatoft-Foti
*4.	Karen Gagarin	231,393	451,457	78.0	Ernesto Magat	Jatoft-Foti
*5.	Amosa Faamanu	218,557	268,036	68.0	Taina Lameko	Steve Friedlander
6.	John Setu	213,899	264,754	81.7		Steve Friedlander
7.	Dustin Dunlap	164,124	258,080	72.0	Patrick Bendure	Surace-Smith
8.	Sosefo Petelo	154,458	216,161	70.4	Taina Lameko	Steve Friedlander
9.	Kevin Holtz	150,329	270,795	93	Michael Vasu	Surace-Smith
10.	Ariana Jones	144,047	186,192	91	Jason Bratin	Theodore Pappas
11.	Michael Matteo	131,044	170,683	69.2		Oldham-Bianchi
12.	Bryon Welch	130,621	173,666	96	Sara Welch	Steve Friedlander
13.	Aaron Parks	130,310	152,166	79.1	Justin Adams	Simon Arias
14.	Seini Mafi	126,964	164,841	94	Taina Lameko	Steve Friedlander
15.	Kyle Wrobel	121,252	354,101	87	Michael Vasu	Surace-Smith
16.	William Parmeter	118,839	237,145	71.5	Brett Gryska	Oldham-Bianchi
17.	David Livingston	118,781	168,574	69.0	Daniel Hartwig	Surace-Smith
18.	Mark Wyner	117,895	131,232	88		Sabrina Lloyd
19.	Elias Hazen	116,746	234,011	81.4	Darron Hacker	Surace-Smith
20.	Karolina Debek	116,713	142,443	82		Sabrina Lloyd

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. Gil Legarte
Concord, CA



2. Matthew Parks
Cleveland, OH



3. Simon Rolland
Auckland, NZ



4. Ben Halali
San Jose, CA



5. Taina Lameko
Auckland, NZ



6. Michael Vasu
Cleveland, OH



7. Serah James
Auckland, NZ



8. Matthew Diulus
Pittsburgh, PA



9. Darron Hacker
Columbus, OH



10. Jason Bratin
Flushing, NY

May Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Gil Legarte	\$159,922	\$194,944		70.8	Jatoft-Foti
2.	Matthew Parks	103,425	164,319		68.5	Surace-Smith
3.	Simon Rolland	100,013	153,540		72.9	Steve Friedlander
4.	Ben Halali	93,978	354,236		73.8	Jatoft-Foti
5.	Taina Lameko	85,618	128,048		68.1	Steve Friedlander
6.	Michael Vasu	84,445	226,582		72.5	Surace-Smith
7.	Serah James	72,722	96,248		69.2	Steve Friedlander
8.	Matthew Diulus	68,670	85,433		76.4	Simon Arias
9.	Darron Hacker	67,657	105,902		73.8	Surace-Smith
10.	Jason Bratin	63,427	87,668		73.5	Theodore Pappas
11.	Patrick Bendure	60,058	215,243		71.2	Surace-Smith
12.	Natalie Wagner	55,687	62,515	86		Altig-Orlovic
13.	Ernesto Magat	55,097	184,839		78.1	Jatoft-Foti
14.	Yvonne Zarathustra	54,889	94,325		74.6	Jatoft-Foti
15.	Stephen Hill	54,688	158,868		79.6	Steve Friedlander
16.	Justin Adams	52,968	61,771		68.3	Simon Arias
17.	Raymond Risucci	51,602	54,458		72.9	Dorian Oldham
18.	Daniel Hartwig	46,267	61,424		71.4	Surace-Smith
19.	Levar Morgan	45,048	77,706		70.0	Theodore Pappas
20.	Stephen Jubrey	43,354	80,052		73.5	Oldham-Bianchi

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$414,351 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$677,635	\$869,379		68.1	Steve Friedlander
*2.	Ben Halali	390,478	1,513,922		73.8	Jatoft-Foti
*3.	Serah James	386,325	502,408		69.2	Steve Friedlander
*4.	Justin Adams	374,823	489,387		68.3	Simon Arias
*5.	Jason Bratin	374,183	523,926		73.5	Theodore Pappas
6.	Patrick Bendure	365,812	887,918		71.2	Surace-Smith
7.	Matthew Parks	361,801	546,333		68.5	Surace-Smith
8.	Simon Rolland	355,563	513,542		72.9	Steve Friedlander
9.	Michael Vasu	332,982	851,669		72.5	Surace-Smith
10.	Stephen Hill	317,109	751,582		79.6	Steve Friedlander
11.	Matthew Diulus	299,454	386,885		76.4	Simon Arias
12.	Javier Sandoval	298,942	410,115		69.4	Steven DiChiaro
13.	Lorenzo Lameko	282,454	449,976		70.3	Steve Friedlander
14.	Gil Legarte	277,496	438,684		70.8	Jatoft-Foti
15.	Stephen Jubrey	255,903	581,754		73.5	Oldham-Bianchi
16.	William Smith	242,083	251,806		68.3	Steve Friedlander
17.	Ernesto Magat	231,997	618,520		78.1	Jatoft-Foti
18.	Levar Morgan	223,403	338,569		70.0	Theodore Pappas
19.	Daniel Hartwig	220,724	347,717		71.4	Surace-Smith
20.	Hal Herman	209,300	477,223		71.3	Oldham-Bianchi

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: BEN HALALI \$3,364,819 Net ALP

Regional General Agents



1. Taina Lameko
Auckland, NZ



2. Ben Halali
San Jose, CA



3. Mathew Hart
Cleveland, OH



4. Thomas Vena
Pittsburgh, PA



5. Bo Gentile
Plantation, FL

May Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$268,273	\$392,759		72.7	Steve Friedlander
2.	Ben Halali	204,631	630,454		74.8	Jatoft-Foti
3.	Mathew Hart	164,433	283,109	96		Surace-Smith
4.	Thomas Vena	150,616	237,892		80.4	Simon Arias
5.	Bo Gentile	145,752	253,960	88		Williams-Zophin
6.	Justin Adams	139,359	169,349		72.5	Simon Arias
7.	Simon Rolland	132,359	201,418		72.9	Steve Friedlander
8.	Patrick Bendure	127,714	319,596		72.3	Surace-Smith
9.	Brett Gryska	122,583	219,326		70.8	Oldham-Bianchi
10.	Michael Vasu	122,191	295,197		70.2	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$1,912,921	\$2,742,398		72.7	Steve Friedlander
*2.	Ben Halali	869,769	2,550,737		74.8	Jatoft-Foti
3.	Thomas Vena	701,136	1,164,292		80.4	Simon Arias
4.	Brett Gryska	686,644	1,396,214		70.8	Oldham-Bianchi
5.	Justin Adams	650,371	916,646		72.5	Simon Arias
6.	Stephen Hill	640,691	1,228,652		79.7	Steve Friedlander
7.	Bo Gentile	573,454	974,157	88		Williams-Zophin
8.	Patrick Bendure	561,557	1,271,899		72.3	Surace-Smith
9.	Jason Bratin	510,910	719,236		74.0	Theodore Pappas
10.	Michael Vasu	467,718	1,203,654		70.2	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$7,822,932 Net ALP

State General Agents

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



Simon Arias
CATEGORY II



Theodore Pappas
CATEGORY III

Top Rookie



Jeremy Welch

Net ALP \$51,985

Top Start-Up



Sabrina Lloyd

Net ALP \$60,098

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Surace-Smith		71.0	\$451,050	\$360,000	125	87	212
	Jatoft-Foti		74.1	460,287	468,000	98	87	186
II	Simon Arias		77.4	303,758	182,000	167	100	267
	Fred Hadayia		71.8	121,506	152,000	80	33	113
III	Theodore Pappas		72.7	178,872	135,000	132	96	229

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Steve Friedlander		73.5	\$3,221,450	\$2,815,000	114	17	132
	Surace-Smith		71.0	1,740,203	1,800,000	97	26	123
II	Simon Arias		77.4	1,398,583	910,000	154	70	223
	Fred Hadayia		71.8	618,464	760,000	81	27	108
III	Theodore Pappas		72.7	879,086	675,000	130	90	220
IV	Steven DiChiario		70.8	731,403	545,000	134	23	157
	Imran Satti		70.5	620,835	545,000	114	15	129

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Jeremy Welch		75.9	\$51,985
	Michael LiBassi		68.2	43,266
	Mark Beckford	90		39,911
	Arthur Greene		75.0	16,909
Start-Up	Sabrina Lloyd		84	\$60,098
	Dorian Oldham		89	59,093
	Alex Roland		88	41,390
	Cunningham-Weatherspoon	80		33,057
	Kevin Davis		82	20,138
	Jeremy Harbin		84	15,655

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Jeremy Welch		75.9	\$287,987
	Michael LiBassi		68.2	215,327
	Mark Beckford	90		148,097
	Arthur Greene		75.0	67,325
Start-Up	Sabrina Lloyd		84	\$376,469
	Cunningham-Weatherspoon	80		214,321
	Dorian Oldham		89	211,059
	Alex Roland		88	165,768
	Kevin Davis		82	95,473
	Jeremy Harbin		84	93,291

Public Relations



1. Chuck Hill
CATEGORY I
Lodi, CA



2. Rona Pileggi Spano
CATEGORY I
Chicago, IL



1. Erica Dalager
CATEGORY II
St. Paul, MN



2. Timothy Leary
CATEGORY II
Rochester, NY



1. Tamara Williams
CATEGORY III
Indianapolis, IN



2. Janis Pitts
CATEGORY III
Shreveport, LA



1. Anna Rohrer
CATEGORY IV
Dayton, OH



2. Kate Langthorn
CATEGORY IV
Ewa Beach, HI



Tamara Williams
Indianapolis, IN
Rookie



Mary Keough
Springfield, MA
IceBreaker



Judy Spade
Liberty Center, OH
Top Manager

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2010 Hire Date

ICEBREAKER: Reps with 2011 Hire Date

Perspective



Scott Smith
Executive Vice President
& Chief Marketing Officer

A Separator

There is a lot that separates American Income Life from other opportunities out there. *Opportunity Unlimited* means an incredible career path, unparalleled bonus and financial rewards, a food bank for those less fortunate, premium waivers during tough times, and financial and physical commitment to the working families we serve. And let's not forget renewals!

But there is one separator that just can't be taken for granted, and that's our annual Convention. I've had the opportunity to attend conventions with two prior employers, and I have lots of friends spread across many companies. Trust me: our Convention cannot be surpassed. In fact, there's simply no comparison.

It all begins with geography: Miami, Las Vegas, Bahamas, Orlando, California, Hawaii, and New York City, all within recent memory, and Punta Cana in the Dominican Republic next year. Not too many destinations can compete with those spots.

The entertainment and the guest speakers are among the finest in the world: Brian Tracy, Zig Ziglar, Larry Winget, John Maxwell, Broadway plays, Three Dog Night, Kool and the Gang.

I'd also be remiss if I neglected to mention the quality of the accommodations and the variety of events provided for our enjoyment. We move from meeting in business casual to partying in formal attire to lounging in swimwear... sometimes all in the same day! I'm sure you agree that the food is always wonderful.

But the one thing that always has made Convention extra special is the people. While many renew old acquaintances, Convention is the place to make friendships that will last forever. And, chances

are that new friendships you make will be with a winner, since Convention is for winners only! Convention is a place to surround yourself with excellence.

The Dominican Republic in 2012 is sounding extra special already. I'm looking forward to checking out all twelve pools, the restaurants and lounges, and the Vegas-style casino, as well as checking out all the rock memorabilia for which the Hard Rock is famous.

Where do you stand? Have you mapped out the back half of 2011, created a blueprint to the next Convention? Meet with the next up in your hierarchy and confirm what your qualifying number is, where you're at, and what needs to take place in the next six months to ensure you won't miss a single moment of the fun. Separate yourself to be among the winners.

See you there!

May Production

Category	Rank	Name	Production in Cards	Territory
I	1.	Chuck Hill	2,931	N California/Debbie Enstedt
	2.	Rona Pileggi Spano	2,417	Chicago/Laurie Onasch
	3.	Malka Arony	1,983	Arizona/Rachelle Valdez
	4.	Brenda Di Somma	1,523	New Jersey/Susan Fuldauer
	5.	Lee Fivenson	1,205	Michigan/Tim Farr
II	1.	Erica Dalager	824	Minnesota/Laurie Onasch
	2.	Timothy Leary	805	New York State/Tim Farr
	3.	Tracy Little	774	Central Florida/Patti Morgan
	4.	Carmella Stroud	759	Central Florida/Patti Morgan
	5.	Robin Andrade	662	Massachusetts/Laurie Onasch
III	1.	Tamara Williams	1,805	Indiana/Susan Fuldauer
	2.	Janis Pitts	1,531	Louisiana/Patti Morgan
	3.	Katherine Kidder	1,531	Pennsylvania/Tim Farr
	4.	Becky Cutler	1,492	Colorado/Rachelle Valdez
	5.	Bonnie Ellingson	1,129	Minnesota/Laurie Onasch
IV	1.	Anna Rohrer	1,509	S Ohio/Susan Fuldauer
	2.	Kate Langthorn	891	Hawaii/Rachelle Valdez
	3.	Lori Vaughn	788	Oregon/Laurie Onasch
	4.	Darrell Dorey	742	Maritimes/Debbie Enstedt
	5.	Christopher Paskewich	706	Oregon/Laurie Onasch
Rookie	1.	Tamara Williams	1,805	Indiana/Susan Fuldauer
IceBreaker	1.	Mary Keough	223	Connecticut & W Mass/Laurie Onasch
Manager	1.	Judy Spade	+2,072	Tim Farr
	2.	Billy Sauers	+1,879	Susan Fuldauer
	3.	Erica Dalager	+1,414	Laurie Onasch

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

I	*1.	Chuck Hill	15,750	N California/Debbie Enstedt
	*2.	Malka Arony	14,107	Arizona/Rachelle Valdez
	3.	Rona Pileggi Spano	9,488	Chicago/Laurie Onasch
	4.	Mark Gagliardi	9,161	N California/Debbie Enstedt
	5.	Jessica Treybick	6,822	New York City/Susan Fuldauer
II	*1.	Robin Andrade	10,463	Massachusetts/Laurie Onasch
	*2.	Erica Dalager	5,452	Minnesota/Laurie Onasch
	3.	J T Tasker	4,869	New York State/Tim Farr
	4.	Bernard Weaver	4,513	Pennsylvania/Tim Farr
	5.	Jessica Ingerick	4,242	Virginia/Laurie Onasch
III	*1.	Mario Soljan	9,575	Steve Friedlander
	*2.	David Blaisdell	9,340	TN and SW NC/Patti Morgan
	3.	William Verbeten	6,592	Wisconsin/Laurie Onasch
	4.	Katherine Kidder	6,251	Pennsylvania/Tim Farr
	5.	Cheryl Cook	6,171	Pennsylvania/Tim Farr
IV	*1.	Kate Langthorn	7,751	Hawaii/Rachelle Valdez
	*2.	Sandra Knapp	5,798	Wisconsin/Laurie Onasch
	3.	Lori Vaughn	5,321	Oregon/Laurie Onasch
	4.	Laurie Gruber	5,285	Wisconsin/Laurie Onasch
	5.	Darrell Dorey	4,932	Maritimes/Debbie Enstedt

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

*Rock that body,
come on, come on!*

*See you
at the **Body Rock Gym!***



2012 Convention

Stay in the Hard Rock Hotel and Casino located in Punta Cana! For complete Convention Qualifications, go to: www.aillife.com/arc/spotlight.aspx

May 22 - 25

CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month

SA

Name	#	SGA
Justin Woods	3	John Akers
Samuel Parent	3	Altig-Orlovic-Deley
Nathaniel Faber	3	Slav Bitman
Seiloni Filimochala	3	Steve Friedlander
Ofa Siasau	3	Steve Friedlander
Norman Roy	3	Matt Henderson
William Pruitt	3	Michael LiBassi
Alexander Dorey	3	Imran Satti
Angel Sanchez	3	Scott Sonnenberg
Heather Beals	3	Matt Wolfanger
Stephane Bartlett	2	Altig-Orlovic
Trevor Mayer	2	Altig-Orlovic
Matthew Raney	2	Altig-Orlovic
Mark Bushor	2	Altig-Orlovic-Hay
Elsa Prado	2	Alt-Orl-Lyse
Tyler McBride	2	Alt-Orl-Traboulay
Rhett Zimmerman	2	Diego Arangopuerta

Name	#	SGA
Christine Weatherspoon	2	Mark Beckford
LaLitha Janardhanan	2	Slav Bitman
Michael Manosca	2	Josh Chalom
Astrid Cartagena	2	Eric Cochran
Kenneth Ludwig	2	Steven DiChiaro
Chris Lussier	2	Steven DiChiaro
Andrew McQuade	2	Steven DiChiaro
Mario Meza	2	Steven DiChiaro
Brent Wilhelmsi	2	Steven DiChiaro
Val Aiono	2	Steve Friedlander
Ian Coates	2	Steve Friedlander
Anaise Moonia	2	Steve Friedlander
Puna Pua	2	Steve Friedlander
Viliamu Pula	2	Steve Friedlander
Erna Gasanin	2	Fred Hadayia
Kateen Morris	2	Mark Hancock
Lillian Mariso	2	David Hausman

Name	#	SGA
Francisco Zarathustra	2	Jatoft-Foti
Scott Termini	2	Sabrina Lloyd
Antonio Evans	2	Joe Manone
Zachary Santino	2	Oldham-Bianchi
Ransey Vazquez	2	Bob Olson
Stephanie Collard	2	Cisco Perez
Wayne Lee	2	Cisco Perez
Kathryn Newman	2	Cisco Perez
Patrick O'Brien	2	Paul Rumbuc
Jeremie Dupuis	2	Imran Satti
Matthew Conrad	2	Surace-Smith
Nikki Crosby	2	Surace-Smith
Andre McCallum	2	Surace-Smith
Christopher Butcher	2	Williams-Zophin
Carl Smith	2	Matt Wolfanger

GA

Name	#	SGA
Michael Phillips	5	Steven DiChiaro
Jonathan Santiago	5	Laura Fisher
John Setu	5	Steve Friedlander
Mapa Vaki	5	Steve Friedlander
Karolina Debek	5	Sabrina Lloyd
Mark Wyner	5	Sabrina Lloyd
Sione Aholoka	4	Steve Friedlander
Loretta Ekeroma	4	Steve Friedlander
Barbara Corigliano	4	Sabrina Lloyd
Richard Henry	4	Alex Roland
Rachel Bryson	3	Simon Arias
James Keefer	3	Simon Arias
Scott Cooper	3	James Bailey
Kenneth Schram	3	Slav Bitman
Kirk Waters	3	Slav Bitman
Christopher Madsen	3	Eric Cochran
Nicholas Collins	3	Steve Friedlander
Kody Karhliker	3	Jeremy Harbin
Jewels Keene	3	Matt Henderson

Name	#	SGA
Larry Finch	3	Matthew Hogan
Cecilia Asopardo	3	Jatoft-Foti
Karen Gagarin	3	Jatoft-Foti
Ariana Jones	3	Theodore Pappas
Brent Arbour	3	Cisco Perez
Karl White	3	Philip Prata
James Alders	3	Imran Satti
Marcus Noel	3	Imran Satti
Chance Claus	3	Sinner-Sinner
Matthew Davidson	3	Sinner-Sinner
Lauren Coyne	2	Altig-Orlovic
Justin Chaffee	2	Altig-Orlovic-Hay
Hans Wilde	2	Simon Arias
Richard Lyddon	2	Steven DiChiaro
Preston Turner	2	Steven DiChiaro
James Buller	2	Joseph Diecedue
Scott Patterson	2	Joseph Diecedue
Konnor Wyly	2	Joseph Diecedue
Christopher Grunditz	2	Laura Fisher

Name	#	SGA
Andre Hawthorne	2	Laura Fisher
Lesina Ah Sue	2	Steve Friedlander
Amosa Faamanu	2	Steve Friedlander
Vaaufiao Robertson	2	Steve Friedlander
Jessica Santamarina	2	Matthew Hogan
Richard Johnson	2	Matthew Hogan
Baylee Burrows	2	Michael LiBassi
Rachel Lewis	2	Travis Moody
Roger Neal	2	Travis Moody
Bryan Peters	2	Eric Neal
Matthew Barrion	2	Bob Olson
David Garbarskiy	2	Theodore Pappas
Nicholas Patterson	2	Theodore Pappas
Nasr Quadri	2	Theodore Pappas
Robert Shepard	2	T J Powers
Heather Gillham	2	Jeremy Welch
Adam Zlupko	2	Williams-Zophin

CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:
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 MGA – at least three codes during the month

MGA

Name	#	SGA	Name	#	SGA	Name	#	SGA
Simon Rolland	11	Steve Friedlander	Andrew Aaron	4	Altig-Orlovic	Bob Wingate	3	Slav Bitman
Ryan Hall	10	Laura Fisher	Mike Hudnall	4	Altig-Orlovic	Tiffany Curley	3	Eric Cochran
Cody Terrell	8	Diego Aranguopuerta	Jonathan Maust	4	Alt-Orl-Hay	Richard Correa	3	Steven DiChiaro
Mack Doby	8	Joseph Diecedue	Casey Kunash	4	Simon Arias	Joshua Goodman	3	Steven DiChiaro
Cherie Adams	8	Bob Olson	Thomas Vena	4	Simon Arias	Joshua Jackson	3	Joseph Diecedue
Andres Sylva	8	Williams-Zophin	Matthew Turnquist	4	Steven DiChiaro	Timothy Kieran	3	Laura Fisher
Natalie Wagner	7	Altig-Orlovic	Stephen Hill	4	Steve Friedlander	Craig Strompf	3	Furer-Whittinghill
Javier Sandoval	7	Steven DiChiaro	Theresa Setefano	4	Steve Friedlander	Cathy Thompson	3	Sonny Gurney
Taina Lameko	7	Steve Friedlander	William Smith	4	Steve Friedlander	Chad Panzer	3	Steve Hartman
Serah James	6	Steve Friedlander	Sharif Grays	4	Furer-Whittinghill	Avram Pinto	3	David Hausman
Richard Barbour	6	Steve Greer	Evan Holzhauser	4	Giglione-Ackerman	Samantha Chui	3	Matthew Hogan
Richard Nicholson	6	Jeremy Harbin	Michael Williams	4	Matt Henderson	Maria Greene	3	Jatoft-Foti
Charles Mickens	6	Matthew Hogan	Mark Gorman	4	Chris Hernandez	Gil Legarte	3	Jatoft-Foti
Heather Rowell	6	Tim McAdams	Hal Herman	4	Oldham-Bianchi	Ernesto Magat	3	Jatoft-Foti
Mark Kukielski	6	Eric Neal	Leslie Ellis	4	Bob Olson	Yvonne Zarathustra	3	Jatoft-Foti
Raymond Risucci	6	Dorian Oldham	David Wang	4	Bob Olson	Michael Mandella	3	Chris LaFond
Jason Bratin	6	Theodore Pappas	Ryan Neel	4	T J Powers	Cara DeFiore	3	Joe Manone
Jason Adamo	6	Matt Wolfanger	John Serrano	4	Philip Prata	Carlo Bonifazi	3	Bob Olson
Matthew Diulus	5	Simon Arias	Ala Awad	4	Alex Roland	David Rockway	3	Bob Olson
Kellen Cuttance	5	Slav Bitman	Matthew Parks	4	Surace-Smith	Levar Morgan	3	Theodore Pappas
Lorenzo Lameko	5	Steve Friedlander	Kevin Appasamy	3	Altig-Orlovic	Lleison Martinez	3	Cisco Perez
Samuel Cohen	5	Fred Hadayia	Jonathan Emura	3	Altig-Orlovic	Steven King	3	Paul Rumbuc
Dorian Brown	5	Matt Henderson	Andrew Helgeson	3	Altig-Orlovic	Robert Kanaan	3	Imran Satti
Juan Cardona	5	Chris Hernandez	Christopher Hintz	3	Altig-Orlovic	Daniel Orr	3	Imran Satti
Danielle Jankowski	5	Michael LiBassi	Kevin Ishikane	3	Altig-Orlovic	Haoyu Xu	3	Imran Satti
James M Allen	5	Travis Moody	Eric LaBossiere	3	Altig-Orlovic	Patrick Bendure	3	Surace-Smith
Daniel Valenzuela	5	Curtis Moreland	Jesse Lawson	3	Altig-Orlovic	Daniel Hartwig	3	Surace-Smith
Matt Pflueger	5	Tiffany Roland	Colin Lyse	3	Alt-Orl-Lyse	Michael Vasu	3	Surace-Smith
Darcy Schrieber	5	Paul Rumbuc	Justin Adams	3	Simon Arias	Caleb Douce	3	Jeffery Thiel
Scott Hanna	5	Williams-Zophin	Gregory VanSuch	3	Simon Arias	Christine Moulton	3	Jeremy Welch
Fritznel Octave	5	Williams-Zophin	Dmitriy Kagan	3	Slav Bitman			

Leadership Bonus

Total: \$879,409

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$43,623	Mark Glazer	\$4,241	John Serrano	\$2,008	Natalie Soboleva	\$995	Luis Alvarez	\$605
Gil Legarte	33,748	Casey Kunash	4,239	Mark Wyner	1,998	Jonathan Emura	984	David Livingston	603
Ernesto Magat	23,366	Henry Ingraham	4,213	Richard Lyddon	1,977	Senelinah Talamaivao	983	Val Aiono	602
Matthew Parks	20,552	Yvonne Zarathustra	4,131	Randolph Souliers	1,937	Steven Rotherforth	975	Nicholas Collins	599
Michael Vasu	20,438	Jessica Wilhite	3,610	Andrew Helgeson	1,927	Allen Nelson	972	Matthew Melhorn	598
Simon Rolland	19,228	Caleb Douce	3,569	Mathew Mealey	1,910	Ronald Starr	961	Matthew Girard	597
Patrick Bendure	16,119	Darcy Schriber	3,567	Ron Pavon	1,900	Andrew Aaron	953	Matthew Raney	595
Matthew Diulus	15,143	Kenneth Greer	3,518	Lleison Martinez	1,811	Matthew Ficarra	943	Leonard Muhammad	594
Taina Lamcko	13,827	Ryan Stenglein	3,509	William Parmeter	1,798	Alexander Dorey	938	David Rockway	588
Stephen Hill	13,520	Marino Baca	3,427	Daniel Toshner	1,792	Volodymyr Derevyanyy	934	Timothy Watson	582
Samuel Cohen	13,061	Ala Awad	3,408	Atta Saleh	1,763	James Keefer	929	Samy Jacques	577
Jason Bratin	12,621	Steven Cox	3,398	Evan Holzhauser	1,747	Devin Phillips	911	Jason Adamo	573
Levar Morgan	12,574	Samantha Chui	3,375	Gregory VanSuch	1,726	Rodney Ward	904	Roger Neal	572
Serah James	12,426	Brandon Cooley	3,287	Scott Davis	1,719	Christine Moulton	874	Lillian Mariso	572
Darron Hacker	11,779	Timothy Matteson	3,268	Erik Boyd	1,715	Ryan O'Malley	871	Magda Figueiredo	571
Cecilia Asopardo	11,176	Matt Pflueger	3,254	Mapa Vaki	1,670	Joshua Goodman	862	Steven Truver	561
Michael Romeo	10,985	Joshua Olin	3,212	Christopher Hintz	1,627	Brandon Owens	858	Konnor Wylly	560
Natalie Wagner	10,662	Justin Sally	3,172	Cara DeFiore	1,590	Erna Gasanin	853	I-Perfection Harris	547
Raymond Risucci	10,625	Catherine Minor	3,152	Bryon Welch	1,574	Linda Jackson	835	Roger Fung	547
Justin Adams	9,371	Bobby Gujral	3,151	Jeremie Dupuis	1,559	Jamie Solis	831	Michael Mandella	546
Hal Herman	8,883	Michael McIntosh	3,096	Dustin Dunlap	1,545	Sita Pereira	828	Puna Pua	545
Stephen Jubrey	8,822	Tracy Haden	3,070	Nasr Quadri	1,533	Travis Picklesimer	826	Clarence Boykins	536
Matthew Turnquist	8,534	Richard Barbour	3,064	Seiloni Filimochala	1,529	Curt Snow	812	Paul Samra	535
Marisa Willgruber	8,515	Kathryn Chaisson	3,061	Mark Gorman	1,500	Josh Wheeler	799	Faleseu Jeremia	533
Haoyu Xu	8,408	Nicholas Lorence	2,995	Zbigniew Stankiewicz	1,494	Hyungiun Kac	794	Matthew Willrodt	520
Mathew Hart	7,939	Michael Williams	2,954	Bobby Szwaja	1,478	Mele Tuitupou	786	Ivana Ofakineiafu	511
William Smith	7,915	Rovie Vanhtha	2,941	Charles Mickens	1,460	Randall Cook	785	Brian Culp	503
Kraig Jilge	7,748	Cherie Adams	2,916	Matthew Cosic	1,456	Erik Hulick	758	Shahab Mahdavejad	495
Karen Gagarin	7,575	Steven King	2,835	Brenton Betts	1,447	Viliamu Pula	745	Newman Hoverd	495
James Allen	7,538	Mark Corkrean	2,758	Christopher Newman	1,442	Siupeli Tuitupou	743	Jovani Chappel	489
Garret Kun	7,253	Darren Miller	2,715	Richard Blake	1,427	Frederick Hyde	737	David Moir	485
Maria Greene	7,174	Peter Chung	2,705	Francisco Zarathustra	1,408	Fritznel Octave	736	Tibor Simon	485
Byron Paz	6,329	Danielle Jankowski	2,677	Troy Plummer	1,380	David Nham	726	Michael Laramie	480
Daniel Orr	6,321	Kellen Cuttance	2,650	Christopher Jordan	1,316	Lesina Ah Sue	724	Keith Spivey	480
Sara Welch	6,204	Sione Aholoka	2,569	Antonio Monica	1,314	Chad Panzer	706	Norman Sellen	477
Brett Gryska	6,179	Humberto Quintero	2,553	Robert Chun	1,244	Alexander Daskalakis	700	Tim Schroeder	471
Ofa Tupouniua	6,059	Christopher Chovanec	2,519	Thomas Yarbrough	1,244	Nicholas Moore	679	Amr Shater	470
Javier Sandoval	5,890	Mike Hudnall	2,474	Rachel Bryson	1,202	Lynn Parker	678	Jesse Remby	470
Dustin Dunbar	5,759	Daven Hermosura	2,459	Lucky Faaitiiti	1,184	Cody Terrell	672	Alex Hernandez	468
Robert Kanaan	5,683	Elias Hazen	2,301	Denise Kendall	1,158	Anthony Theriault	669	George Baumberger	463
Thomas Vena	5,596	Evan Wicklund	2,268	George Noujaim	1,138	Rita Haidinger	665	Dorian Brown	463
Mack Doby	5,587	Sharif Grays	2,258	Michael Clemente	1,115	Scott Patterson	661	Alvin Hagens	460
Brian Welsh	5,528	Karen McQuoid	2,190	Dmitriy Kagan	1,113	Michael Matteo	661	Asa Davis	456
Ryan Vopat	5,474	Theresa Setefano	2,149	Katie Shugert	1,070	Raymond Angeles	652	Timothy Clark	454
Doreen Ryan-Foti	5,393	Alexandra Graham	2,147	Matthew Conrad	1,055	Joshua Fosnight	642	Barbara Corigliano	451
Daniel Hartwig	5,334	Barry Dillah	2,133	Manarii Gauthier	1,055	Aaron Parks	625	Derron Alexander	447
Kiet Truong	5,311	Ronald Trombetta	2,123	Andrew Dailey	1,037	Kelly Finnen	623	Kyle Wrobel	444
Lorenzo Lameko	5,057	Leslie Ellis	2,110	Kevin Holtz	1,023	Sarai Castanon	620	Corey Neff	442
Juan Cardona	4,843	Nicholas Engrav	2,110	Bradley Gray	1,020	Sebastian Kazek	614	Osaia Vaka	442
Richard Correa	4,814	John Setu	2,106	John McGrath	1,009	David Garbarskiy	612	Maureen Brunet-Forchilli	436
Carlo Bonifazi	4,407	Daniel Bauer	2,101	Scott Kim	1,002	Ryan Neel	611	Kirk Waters	431
Andrea Nichols	4,348	Ariana Jones	2,056	Donna Tremaine	1,001	Richard Henry	607	Lee Jeffers	428

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Brian Allt	\$420	Mark Danner	\$371	Jessica Santamarina	\$302	Nicholas Patterson	\$277	Courtney Griffith	\$225
Charles Belt	416	Herrman Fennell	371	Andrew Coleman	301	Michael Johansen	275	Eric LaBossiere	224
Vatapuia Vavau	411	Andre Bishop	368	John Franklin	299	Victoria Watkins	271	Natasha Levandowski	223
Tupou Tavalea	406	Zachary Santino	368	Kyle Johnson	299	Terence Turner	264	Eric Trautloff	218
Michael Logue	406	Kelly Thrush	361	Wayne Blumling	298	Rachel Lewis	263	Lucan Schmidt	216
Brandon Teter	403	Ryan Leong	350	Myron Montano	298	Norman Candelore	262	Denise Berrios	214
Katie Strong	403	Chris Lussier	349	Patrice Amador	294	Erin Moyer	260	Andrea Feldkamp	213
Monica Beard-Jubert	402	Kevin Rendon	346	Rajeev Arora	294	Rashon Howard	260	Cordell Key	213
Kilisimasi Sega	402	Garik Petrosyan	339	Ransey Vazquez	294	Michael Jones	259	Jeremiah Arellano	207
Todd Bornstein	391	Felix Berger	330	Jami McKenna	294	Antonio Evans	258	Richard Johnson	202
Jack Keiderling	391	Michael Phillips	330	Nicolas Ullmann	293	Hans Wikle	255		
Brent Arbour	388	Baylee Burrowes	329	Gordon Mayfield	292	Vaaufiao Robertson	254		
Tyler Stewart	387	Jared Rivera	324	Luan Hajnaj	292	Karolina Debek	253		
Amosa Faamanu	385	Ellahe Vaziri	316	James Buller	292	DeAnthony Hartman	248		
David Wang	381	Emmanuel Villasenor	311	Arlene Grosso	289	Jimmy Tchen	246		
Michael Burningham	381	Craig Steeves	309	Ryan Bisanz	288	Nadezhda Vitchev	245		
Kristan McConnell	380	Tiffany Madsen	309	Michael Copland	284	Kevin Galloway	234		
Alfred Taren	376	Ofa Siasau	306	Jude Bordeaux	284	Astrid Cartagena	233		
Nikki Crosby	374	John Sparby	303	Breanna Newkirk	282	Kyle Klipp	226		

Reinstatement Bonus

Total: \$38,645

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$4,024	Wael Yagham	\$633	Victor Rodos	\$418	Erez Shabtay	\$303	Elizabeth Hayes	\$252
Frank Kolligian	1,240	Peter Kaplanis	614	Scott Hanna	407	Kirk Kennedy	288	Christopher Madsen	244
Nabil Spahi	1,154	Timothy Dawe	590	Lisa Sanders	381	Mitchell Look	283	Amanda Voelz	241
Nicole Bailey	1,102	Stephen Archer	582	Nicole Johns	373	Anna Senra	282	Odilia Goulart	234
Lawrence Dennis	952	Salvatore Giacchi	562	Lawrence Turk	367	Olaf Johnson	281	Robert Wilhelm	220
Breanna Newkirk	873	Danielle Swehla	533	Ryan Tucker	347	Karen Barbour	278	Matt Flores	220
Leary Andrews	766	Earle Harris	469	Joshua Jackson	338	Aaron Garcia	277	Robyn Stewart	216
Lance Martin	737	Ricardo Quick	466	Steven Lucero	330	Daniel Potilechio	273	Christopher McFoy	213
David Higa	717	Samantha Chui	453	Richard Becker	325	Johna Ryan	271	Leigh Crainshaw	208
Richard Walus	711	Patrick Parisi	449	Carlo Bonifazi	316	Marium Sherzai	269	Rigoberto Pedroza	207
Elizabeth VanDugteren	669	Ronald Rivera	446	Ronald Friedlander	314	Christian Napiza	260	Jonathan Santiago	206
Mario Andres Chavez	667	Beth Wiese	433	Katherine Fallon	312	Eric Blum	254	Lawrence Turk	200

World's Greatest Bonus

Total: \$1,153,966

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Diego Madrid	\$8,110	Mario Nunez	\$2,241	Dustin Surace	\$1,746	Eric Hidy	\$1,440	Ruben Santillana	\$ 1,239
Erez Shabtay	7,502	Abdilmajid Ibrahim	2,228	Alex Rozotto	1,742	Erin Stiles	1,434	Marc Salvaggi	1,238
Tone Munro	6,688	Elias Hazen	2,214	Oscar Flores-Najarro	1,735	Sean Conway	1,434	Jennifer Leighton	1,234
Amy Shui	6,129	Rocco Zagari	2,209	Melissa Wartman	1,730	Matthew Conrad	1,431	Holly Cook	1,234
Mark Neilson	5,183	Nicholo Arceo	2,206	James Miller	1,728	Jinzhou Zhao	1,431	Aimee Caudillo	1,234
Ryan Kendl	5,154	James Keefer	2,194	Zbigniew Stankiewicz	1,720	Jun Ma	1,429	Agatha Safford	1,232
Daisy Kwong	4,436	Charles Mamala	2,179	Peter Kaplanis	1,706	Eric Albrecht	1,425	Aaron McLean	1,228
Samson Adelufosi	4,142	Herivelto Pereira	2,164	David Ramirez	1,702	William Webb	1,423	Jimmy Tchen	1,227
Samvel Tigranyan	3,894	Viliamu Pula	2,156	Daniel Bauer	1,701	Roxanna Bernal	1,416	Ivana Ofakinciafu	1,226
Joshua Lenix	3,805	Lesina Ah Sue	2,145	Bryant Hendley	1,698	Bernadette Casciato	1,402	Dominic Park	1,223
Tibor Simon	3,785	Ricardo Marfori	2,126	Ma Bernadas	1,695	Daxa Patel	1,400	Lora Beronja	1,220
Roghie Hassan Loo	3,515	Jennifer Wehrle	2,116	Melissa Losk	1,686	Michael Brunello	1,397	Pelagio Silva	1,220
Max Quasem	3,449	Maria Ramirez	2,115	Emmanuel Villasenor	1,683	Amandeep Gill	1,393	Brenton Betts	1,219
Bruce Tan	3,428	Julia Sigal	2,100	Ashley-Rose Macrae	1,681	Angel Sanchez	1,393	Va Moua	1,217
Matt Flores	3,350	Wendy Ornelas	2,076	Robert Wilhelm	1,679	Milena Arceo	1,383	Richard Henry	1,215
Rebecca Najlis	3,338	Omar Hashimi	2,064	Kelly McDonald	1,670	Tevita Tupouniua	1,383	Ritia Tokahere	1,214
Terrence Asuncion	3,335	Ryan Fickert	2,064	Linda Jackson	1,666	Chen Wang	1,380	Bijan Ghadiri	1,213
Christian Napiza	3,331	Lodean Glenn	2,049	Aaron Haynes	1,662	Steven Lucero	1,377	Joshua Merson	1,213
Daniel Toshner	3,321	Jose Harb	2,041	Cherri Xie	1,656	Daniel Conrado	1,373	Devin Dingey	1,211
Kristy Nguyen	3,301	Ross Ewen	2,019	Ian Coates	1,648	Meleane Vaka	1,368	Timothy Kramarenko	1,210
Maria Rocha	3,273	Emilexis Medina	1,996	Bryon Welch	1,642	Pamela Altman	1,367	Michael Brooks	1,210
Ronald Rivera	3,248	Steve Marker	1,992	Amy Croff	1,635	Alomkone Soundara	1,362	Naomi Petelo	1,208
Ben Halali	3,242	Enrico Paredes	1,975	Ofa Pistor	1,632	Raymon Reynolds	1,360	Dominique Bertoncini	1,206
Katie Massart	3,219	Ahmad Malikiyar	1,966	Dulce Jimenez	1,627	Bryan Peters	1,360	Victor Schweno	1,206
Lily Tchen	3,146	Israel Wizenfeld	1,941	Akbar Hosseini	1,626	Nicholas Dinneen	1,358	Marvin Chalwe	1,206
Casey Sperzel	3,085	Travis Picklesimer	1,928	Maria Duarte	1,622	Beau Springer	1,353	Maria Esposito	1,204
Tatjana Tikhonov	3,070	Yvonne Zarathustra	1,921	Tevita Taumoeanga	1,604	Nicholas Moore	1,349	Jackie Alston	1,200
Laura Bernardino	2,984	Barbara Stillwell	1,911	Richard Luzaich	1,588	Marcus Howard	1,345	Sofia Villanueva	1,194
Albie Udom	2,970	Samantha Chui	1,906	Chad Davis	1,582	Victor Rodos	1,344	Ryan O'Malley	1,190
Bridgette Scrivani	2,950	Amanda Beyersdorff	1,898	Fehia Petelo	1,581	Patrick Lesatele	1,342	Puna Pua	1,189
Joey Kennedy	2,946	Deborah Parnell	1,895	Brian Welsh	1,579	Harold Cantillo	1,334	Candice Beadle	1,186
Johanna Bilbes	2,933	Mark Akler	1,888	DeAnthony Hartman	1,578	Angela Waller	1,331	Sandra Linse	1,184
Al-Karim Walji	2,919	Bradley Kampmeier	1,881	Olga Tsybal	1,574	Antonio Bond	1,328	Loretta Ekeroma	1,179
Michal Majewski	2,840	Kyle Reeves	1,871	Sarit Cohen	1,569	Leonard Muhammad	1,327	Jennifer Kinder	1,179
Fritznel Octave	2,837	Daniel Hanson	1,864	Justin Germany	1,564	Ronette Griffin	1,327	Madai Price	1,173
David Fung	2,827	Virginia Fallon	1,858	Jong Song	1,558	Michael van Delft	1,307	Etevis Hopoate	1,172
Michael Polakowski	2,751	Maijargal Sukhbaatar	1,848	Peng Zhou	1,549	Willie Hayden	1,301	Zachary Ledyard	1,163
Robert Ulreich	2,669	Lydia Lozano	1,840	Richard Carter	1,548	Chena Blair	1,298	Staci Meckler	1,163
Ilona Patterson	2,641	Victor Vicario	1,838	Heather Hewitt	1,547	Ala Awad	1,294	Jesse Martin	1,160
Joseph Geer	2,602	Mark Bleier	1,836	Amir Sedaghat	1,537	John Holstein	1,292	Johnathan Rekieta	1,156
Benjamin Luca	2,599	Stephen Jeung	1,836	Zachary Suarez	1,514	Amy Bussanmas	1,285	Richard Lyddon	1,153
Vakhtang Nazaryan	2,581	Nicole Johnson	1,826	Randolph Souliers	1,511	Christopher Phoenix	1,284	Johna Ryan	1,152
Luciana Mosca	2,573	David Jackson	1,824	Parker Stewart	1,500	Toni Curlin	1,281	Richard Nypower	1,143
Mario Andres Chavez	2,481	Daniel Posner	1,817	Robert Bickford	1,492	Ran Yi	1,278	Sarai Castanon	1,139
Shahnaz Toloui	2,478	Sammar Miqbel	1,796	Matthew Girard	1,492	Sally Wilson	1,274	Violetta Goldman	1,135
Alex Gonzales	2,449	Kenneth Bounlangsy	1,775	Thelma Lambert	1,492	Gregory Hayman	1,271	Scott Davis	1,134
Jonathan Maust	2,422	Billy Wilder	1,768	Marion Magat	1,492	Scott Hanna	1,270	Timothy Cruise	1,134
Jodi Bohdal	2,411	Carla Miller	1,767	Hector DeToro	1,490	Kayla Chavez	1,267	Clayton Snow	1,131
Gabriel Feldmann	2,408	Loren Martinez	1,761	Kevin Haines	1,476	Jesse Wise	1,261	Atta Saleh	1,129
Vatapuia Vavau	2,403	Steven Haberman	1,752	Brock Lampee	1,446	Evelyn Nkwenti	1,260	Daniel Johnson	1,128
Chantal Levy	2,250	Jose Rocha	1,752	Nicholas Walsh	1,446	Earnest Loveless	1,259	Jean-Francois Diotte	1,126
Christopher McFoy	2,243	Brian Kuznesoff	1,750	Brian Hutchings	1,442	Kalle Convery	1,250	Joseph Falzone	1,125

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Stephanie Novel	\$1,124	Jason Adamo	\$1,029	Beverly Smith	\$926	Teatawhai Taua	\$850	Chad Potts	\$779
Serah James	1,124	Joseph Crain	1,027	Dawn Selden	926	Ovava Tuipulotu	849	Breanna Newkirk	778
Jason South	1,123	Robert Biser	1,021	Michael Johansen	924	Precius Prevalus	847	Chad Rayburg	775
Jeremy Brill	1,115	Christina Guerrero	1,017	Elyse Koven	922	Dainelle Whitman	845	James Zurlinden	774
Douglas Zigby	1,113	Osaiasi Vaka	1,016	Daniel Noll	919	Diane Carrion	844	Crystal Lynch	773
Mary Hallinan	1,111	Mohamed Tawfik	1,010	Mark Hart	919	Michael DeLutri	844	Tasha Tucker	773
Luis Garibay	1,110	Caroline Hohaia	1,009	Sean Wampler	918	Uatesoni Filimochala	844	Shahab Mahdavejad	772
Connie Reichard	1,110	Theresa Pule	1,009	Matthew Dale	918	Saulo Almendares	840	Roger Weisman	771
Craig Steeves	1,109	Jeff Spanaus	1,008	Danielle Cardello	916	Newman Hoverd	839	Natasha Jones	770
Odilia Goulart	1,108	Kevin Holtz	1,003	Christina Nunez	915	James Boyne	837	Adelfa Parinas	767
Mark Danner	1,106	Joseph Cornaggia	1,003	Larry Janness	912	David Gombkoto	837	James Smolen	762
Josephine Brown	1,106	Magali Alcalá	1,003	Glenn Mitchell	912	Jesus Machado	835	Matthew Marchitto	761
Alanna Swenson	1,105	Celeste Olson	1,000	Ronald Brady	908	Graeme Orr	835	Brandon McCrea	758
Joshua Fosnight	1,103	Gustavo Strange	1,000	Angela Taylor	908	Felix Domingo	835	Clarence Boykins	758
David Smith	1,103	Stephen Snyder	998	Keith Litterst	905	William Pettengill	833	Chris Lussier	757
William Russell	1,099	Donna Trotta	997	Frances Tamehana	905	Robert Sullivan	831	Diana Cavazos	755
Nate Waldmiller	1,093	Philip Abramovitz	997	Drew Stimmel	904	Ron Pavon	830	Kyle Greenwood	754
Ed Olfert	1,093	Seande Vinson	995	Elizabeth Lo	902	Jared Cleckner	830	Adam Azril	754
Ryan Saridakis	1,092	Victoria Watkins	987	Eddy Hauff	900	Keith Spivey	829	Andre Bishop	752
Annalynn Macugay	1,092	Mele Fisilau	984	Ahmad Abdollahzadeh-Parsa	900	Jennifer Holliday	825	Phillip Jenkins	752
Philip Roffi	1,091	Joseph Vallone	984	Denise Berrios	899	Mounga Fifta	824	Charnae Daysh	750
Natain Stam	1,087	Ricardo Lopez	977	Liliya Hrabar	899	Savanah Ekman	822	William Pruitt	750
Cameron Cimino	1,083	Robert Simmen	975	Jian Wang	897	Janelle May	822	Alta Herpel	749
Ransey Vazquez	1,082	Bradley Gray	974	Sione Lolohea	894	Josh Bloomquist	821	Jorge Guerra	749
Iryna Sushkova	1,080	Scott Remmey	974	Clayton Herron	892	Kyle Taylor	821	Chad Panzer	749
Calvanetta Franklin	1,079	Carissa Williams	973	Diedre Sandbrook	890	Michael Sanders	820	Jessica Santamarina	747
Paul Eaton	1,079	Matthew Cosic	969	Tyler Stewart	886	Ruben Soberanes	820	Scott Smith	747
Rashaan Elam	1,079	Rebecca Willis	969	Michael Sadallah	886	Sione Etoni	812	James Cliff	747
Alexander Dorey	1,078	Karen Garcia	965	Jeffrey Dieter	885	Elwood Clark	811	Eugene Kashkin	746
David Guzman	1,076	John Vitale	959	Melissa Gilroy	882	Mele Tuitupou	810	Gordon Mayfield	746
Debra Hunter	1,070	Alejandro Soto	959	Paul Smoley	882	Marcus Champion	810	Brandon Owens	746
Eric Ebbitt	1,069	Clovis Chan	957	Mark DeFrancisco	881	Andrew McQuade	808	Trevor Bailey	744
Ana Cobo	1,063	Andrew Bayang	957	Preeti Sahgal	880	Edward Atkinson	807	Jay Newsome	744
Jason Hughey	1,063	Skylar Brown	953	Travis McNeil	879	Denise Crawford	805	Ha Nguyen	744
William Parmeter	1,062	James T Walsh	951	Jesse Spencer	878	Jorell Washington	805	Bunette Nazaire	743
Lisa Wilson	1,060	David Miller	948	Wilhelmina Ford	877	Roshni Golian	804	Tenna Lewis-Torraca	741
Lisa Kahan	1,060	Tavita Tuave	947	Sara Vaz	875	Ted Lines	803	Kristen Evans	736
Tupou Tapueluelu	1,060	Rita Charles	947	Aimee Sims	875	Anthony Vuolo	802	David Weden	734
Jacquelyn Swift	1,059	Arieta Salusalu	946	Kelly Ryan	872	Steven Edgell	802	Joel Burdier	734
Viet Chung	1,057	Kelepi Salusalu	946	Thomas Tulowiecki	872	Rachel Bryson	798	Natasha Levandowski	730
Omarh Torio	1,055	Frederick Hyde	946	Dexter Phillip	870	Katie Shugert	797	Mauselie Dor	730
Deborah Johnson	1,053	Michael Robinson	944	David Tubbin	870	Linetti Kanongataa	797	Charles Perkins	729
Phillip Vea	1,051	Krista Thieme	944	Nathaniel Faber	869	Karen McQuoid	796	Jeffrey Stevens	729
Seiloni Filimochala	1,051	Crystal Forchilli	943	Brandi Hershey	869	Andrew Cavicchi	794	Carmen Buffin	728
Carmela Pellen	1,050	Elizabeth Creek	943	Jose Rubio	865	Crystal Reeves	793	Baylee Burrowes	728
Alberto Alcalá	1,049	Pelenaise Makau	943	Nikki Salmon	862	Julie Landry	792	Tiare Hubbard	728
Ashley Johnson	1,049	Kim Clark	940	Lorette Hines	861	Samantha Romano	791	Tuleitoa Wulf	727
Usha Boodhansingh	1,049	Dason Phaul	940	Kimberly Hayes	860	Robert Drake	790	Joseph Cassillo	725
Jancen Souza	1,044	Daniel Bernard	940	Alisha Armand	858	Marc Whoriskey	787	Aiman Mousa	723
Jack Wang	1,044	Michael Paczkowski	939	Michael Jones	856	Stacie La	785	Anaise Moonia	723
Frank Cousins	1,044	Bernardo Lopez	938	Harrison Tran	856	Thomas Meyer	784	George Brown	723
Patrick Parisi	1,044	Nasr Quadri	936	Erin Murray	855	David Pena	784	Kevin Colyer	721
Michael Gapastione	1,040	Corwyn Boykins	932	Ofa Siasau	854	Lolinita Mauc	783	Mapa Vaki	720
Doris Aguilar	1,035	Brittany Ferris	930	Nadezhda Vitchev	853	Daniel Potilechio	783	Scott Davison	719
Teo Underhill	1,031	Gary Brown	929	Andre McCallum	852	Krystal Dennis	781	Matthew Barrion	716
Julian Brown	1,030	Kyle Wrobel	927	Allan Faalavaau	851	Matthew Hodge	780	James Hendon	715

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Nadine Korsiger	\$714	Matthew Wilford	\$639	Derek Reimer	\$583	Leslie Coward	\$537	Mark Walton	\$498
Steven Bast	713	Joshua Phipps	638	Carol Ornellas	582	Nathaniel Tardif	537	Samuel Florent	497
Robert Cline	712	Roland Vegiard	637	Shaun Loy	582	Cory Hobbs	536	Bradley Steele	495
Glenda Barnes	712	Donald Moon	637	Marilyn Watts	582	Christopher Madsen	536	Yahaira Arce	495
Nancy Gonzalez	711	Edwin Sai	636	Christopher Daniels	579	Marko Jankovic	536	Daniel Pinschmidt	494
Kenneth Ludwig	708	Kyle Johnson	635	Kenard Pinkston	579	David Watkins	536	Aghayni Nazarian	492
Jenny McCauley	708	Jacob Unger	635	Yolanda Amest	579	Kelly Hassert	535	Dan Nebraski	491
Julia Misluk	706	Theresa Jordan	635	Samy Jacques	576	Thomas Carey	534	John Padula	491
Kirk Waters	701	Michael Copeland	632	Michael Venere	576	Jefferlyn Paraiso	533	Michael Logue	490
Valerie Cormier	697	Mercedes Ayala	632	Alana Duncan	576	Astrid Cartagena	533	Corey Lavigne	490
Tobias Klipfel	696	Reynolds Akuamo	632	Donald Hill	576	Javier Esquivel	531	Maria Lealauloto	490
Bradford Stone	695	Christopher Butcher	631	Benjamin Kingsbury	575	Salesi Hafoka	529	Maria Diringer	490
David Henderson	692	Carlos Velazquez	630	Kenneth Carlberg	575	Chelsie Taylor	528	Sandra Lonon	489
Matthew Atayi	692	Lomitusi Patea	629	Bryan Czajkowski	574	Steven Jargo	528	Johnathon Healy	485
Michael Perkins	691	Sheree Risley-Aragon	628	Robert Werth	574	Daletta Seekins	527	Carl Smith	485
Robert Lua	690	William Andrews	626	Kira Stukes	572	Melissa Sims	527	Nikolas Patenaude	485
Dwayne Cameron	688	Andrew Cline	624	Bradford Usher	572	Prentiss Parker	526	Marc Gallant	485
Alexandra Graham	688	Amr Shater	622	Andrew Sunkin	572	Rena Aubie	525	Jose Hernandez/Camargo	484
Ryan Fistler	687	Janice Moseychuck	620	Paul Milheron	571	Faataualofa Faapuea	525	Derrick Coates	480
Marcus Richardson	686	John Elliya	618	Jonathan Owen	571	Victor Northern	524	Jennifer Clark	480
Heidi Regel	685	Meaghan Maynard	618	Tamara Davis	570	Cerfonz Parker	523	Robin Smith	480
Renee Lono	685	Ewa Marinaccio	618	Kyle Ganzer	570	Alyssa Mochen	521	Andrew Morton	479
Mario DePinto	685	Phillip Amos	618	Thomas Martin	570	Eric Blum	520	Theresa Lynch	478
Dustin Klingebiel	684	Teresa Salgado	615	Jake Yagjian	569	Armound Khodaverdi	519	Tameka Bobbitt	474
Jerrod Milne	683	Dick Nakatani	614	Danielle Yeager	568	Melissa Schroeder	519	Hans Wikle	474
Alta Adrien	683	Karen Matteo	614	Andre Hawthorne	564	Tracy Heiskell	519	Clark Coles	473
Lafi Papalii	682	Nadine McSorley	614	Christopher Kennedy	564	Derek Obringer	517	Juan Apreza	473
Timothy Nolan	682	Denise Kendall	613	Bradley Powell	564	Farhod Shamsiyev	516	Losa Siaoasi	472
Michele Angelini	681	Stephon Harris	612	Christopher McNamee	563	John Stankoski	515	Jose Carvajal	471
Humberto Quintero	680	Carmen Kowerschuk	612	Herman Fennell	562	Christopher Weglarz	514	Mark McFarlane	471
Joseph Hedborn	679	London Jones	611	Ainsworth Ramkhelawan	561	Daniel Dotson	514	Jason Duty	470
Alisi Sanalio	679	Kerrie Deragon	608	Jillian Brown	560	Theresa Bellajaro	513	Christopher Stamp	469
Bruce Viaje	678	Michael Hysell	607	Kelli Schwichtenberg	560	Kyle Reese	513	Lesieli Fangaloka	469
Rafael Spratling	676	Mary Gomez	606	Tracy Garland	560	Steve Durbin	512	Nathan Thompson	468
April Jenkins	675	Dennis Gilpin	604	Monica Murray	559	Cheron Henderson	512	Francisco Zarathustra	468
Stephen Kemper	675	Courtney Nobles	604	David Farraway	558	Gregory Wisnyai	511	Penny Reineck	467
Emily Wilson	674	Ryan Smith	603	Mark Kukielski	558	Jessica Baker	511	Sokol Fazliu	466
Jarvis Lawson	674	Terence Gordon	601	Alan Rosen	557	Crystal Dickerson	511	Luke Urlacher	466
Melody Harrison	673	Blake Williams	601	Ruth Charlesworth	557	Michael Lindsey	508	Veisia Fale	465
Daniel Camp	671	Lawrence Adams	601	Markena Ward	557	Sharmila Lapana	508	Daniel Marshall	465
Amber LeMasters	669	Benjamin Omega	600	Alison King	556	Edward Mosher	508	Salma Jinnah	464
Kevin Ishikane	661	Sujata Kapadia	599	Erich Mulzet	555	Aaron Booth	507	Russell Hart	463
Josh Schwab	661	Michael Forest	599	Nicholas Fisher	553	Ashley Brunett	505	Chandee Thorburn	462
Jennifer Gray	657	Clifton Minor	596	Karolina Debek	553	Brian Jerome	505	Donald Desmond	461
Jesse Remby	657	Brian Lee	595	Brian Wilson	552	Lydia Sciarappa	505	Gavin Green	460
Gabriel Manzo	654	Elizabeth Martinis	594	Mickenzie Linse	550	Ruben Cal	505	Sale Papu	459
Aldina DaRosa	652	Jimmie Young	594	John Louis	550	Tevita Liutai	504	Kurtis Hopkins	458
Stephen Moore	651	Steven Aquilino	590	Robert Grossman	548	Donna Foster	504	Steven Sparkes	458
Aniva Epati	650	Jeannette LeBlanc	590	Kelvin Ashmead	548	Wayman Guider	503	Levi Stearns	458
Matthew Hobbs	646	Hector Arenas	589	Sebastian Kazek	547	Samy Guerrero	502	Judith McLaren	456
Jade Sanders	645	Christopher Newman	589	Peter Kwiatkowski	546	Glyn Hurst	502	Erna Gasanin	456
Poasi Maafu	644	Natalie Soboleva	589	Sally Buchheimer	543	Dustin Pihana	502	Andrew Bishop	456
London Burnett	644	Cecilia Asopardo	588	Adelbert Ortega	541	Barry Tauscher	500	Chen Mordechai	455
Bianca Williams	642	Lalitha Janardhanan	587	Lawrence Hauck	539	Tyler Endicott	500	Cartez Horton	454
James Schneider	642	Chin Long	585	Heather Lafi	539	Meakie Grice	499	Heather Beals	453
Valeria Diaz-Oramas	639	Kasecy Williamson	584	Joanne Saveriano	539	Nathan Lyle	498	Salvatore D'Alessandro	452

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Juana Martinez	\$452	Brian Perry	\$418	Kirk Kennedy	\$387	Kevin Galloway	\$364	Jason Lassic	\$325
Tere Diamond	451	Bart Wurtzbeach	417	Kathryn Tracy	386	Carissa Myers	363	Mark Bushor	324
Lucan Schmidt	451	Michael Fassler	417	Veronica Reyes	386	Ana Graff	360	Annette Thomas	323
Thomas Schonner	450	Kilisitina Otunuku	415	Charles Fischer	386	Francois Telfort	360	Michael Bromberg	322
Sandra Halaholo	450	Ingrid Acevedo	415	Seth Holmberg	385	Nicole Redding	360	Wilhemina Bonney	322
Taufailematagi Lomu	449	Shawn Fillier	413	Juan Morales	385	James Skrtich	358	Dace Heislere	322
Stephen Wolf	448	Laura Pasqual	413	Justin Smith	385	Alexander Guterres	358	Chris Manning	321
Ardalan Pourvali	447	Sherri Jacobson	411	Bradley Wheat	385	Monte Henson	358	Nikki Crosby	320
Sione Aholoka	445	Dione Simms	411	Michelle Verbit	385	Gregory Gagne	356	Glenis King	319
Anthony Mele	445	Oliverliski Murphy	410	Kanyarat Crosbie	384	Tyler Risbin	355	Joshua Burkhardt	318
Jason Smith	445	Erik Boyd	410	Jered Keller	383	Brendan McDermott	354	Olina Bishop	317
James Uselton	444	Jeremy Kebrdle	410	George Noujaim	383	Eric Smith	354	Lester Evans	317
Barbara Good-Hammond	444	Angela Durr	409	John Setu	382	Nina Dolman	353	Michael Falcone	317
James Berrocal	443	Donald Wold	409	Bianni Mafileo	381	Ayana Goode	353	Arnold Freedman	316
Robert Willison	443	Nic Iagulli	408	Lisa Kessler	381	Paul Samra	352	Daniel Butcher	315
Andrew Wright	443	Adrian Smalls	408	Scott Florin	380	John Gill	351	Marja Ferman	315
Christine Augustus	442	Jeremy Squires	407	Gary Crabtree	379	Jessica Gorton	348	Lynn Parker	313
Victor Guerrero	442	Valerie Goode	407	Rudy Ayala	379	Salvatore Giacchi	348	Jean Reese	312
Carmelo DeCicco	442	Shelly Cullen	406	Minh Phung	379	Lori Hughes	346	Jared Rivera	312
Lamine Diakhate	442	Ryan Kissling	406	Benjamin Randle	379	Gerald Harris	346	John Philpott	309
Carly Ferraro	440	Amanda Zophin	406	Lisa Eppes	378	Justin Woods	345	Dion Dicello	309
Reade Hogan	440	Brittany Caldwell	403	Richard Hackney	378	Benjamin Ainscough	345	Tyler Dean	309
Jesse Valente	439	Jeffrey Worth	403	Alexander Gonzalez	378	Nathan Griswold	344	Jewls Keene	308
Kelly Cousins	438	Michael Busher	403	Matthew Crawford	377	Fabiola Quintero	344	Tokilupe Mausia	308
Darrell Benjamin	437	Michael Clemente	402	Kalolaine Latuhoi	377	Arnold Iacoviello	344	Ellen Weinstein	308
Scott Dillingham	436	Norman Lew	401	Vienna Liaina	376	Malisa Franklin	343	Sione Latuhoi	307
Jillian Hilliard	436	Brandon Schwed	401	Travis Vandenberghe	376	David Livingston	342	Sina Petelo	307
Gregory VanSuch	435	Jiunn Tan	401	Massimo Ongaro	375	Monica Beard-Jubert	341	Jack Anderson	305
Sebrena Cohen	435	William Wong	401	Steven Rotherforth	375	Timothy Durr	340	Michael Woo	305
Cody Nelson	434	Edward Slater	401	Luis Rivera	375	Domonique Taylor	340	Oscar Addis	304
Jeffery Churchfield	433	Jessica Tasky	400	Lisa Grimes	374	Beau Lamanna	340	David Vu	304
Oleg Stepanov	432	Deborah Sanner	399	Mark Gagnier	374	Howard Dotson	339	Dustin Edgell	304
Olukushe Mason	431	Amie Doty	398	Francine Langley	374	Annette Radcliffe	339	Cheyne Handa	303
Katelyn Snyder	431	Lewis Kim	398	Sophen Yorth	374	Jessica Dean	339	Mariflor Domingo	303
Azuena Hernandez-Magana	430	Byron Paz	398	James May	373	Alexander Leshchik	337	Lucyna Ostrzycki	302
Adeyemi Akinade	430	Peer Shmelzer-Moratin	397	Nataliya Popova	372	Shari Hrehoruk	336	Grace Erickson	302
Michael McAlister	428	Yaniv Levi	397	Joseph Johnson	372	Khristian Wicker	336	Megan Bailey	301
Tabita Neukirch	428	Rachel Martinez	396	Deane Guldand	372	Bradley Roberts	336	Michael Martin	301
Josephine Menchaca	428	Aiga Heather	396	Cory Atwood	371	Hardeep Ghatehorde	336	Llewellyn Pretorius	300
Michael McGinnis	428	Liana Lemke	396	Brent Penno	371	Brian Dobbs	335	Timothy Matteson	300
Scott Cooper	427	Kenneth Stachurski	396	Chennel Idlet	370	Joseph LaSalle	334	Michael Stearns	299
Peter Hudousek	427	James Buller	395	Georgina Williams	369	Mary Kerehoma	334	Jim Berry	297
Steven Stensrud	426	Courtney Woodhouse	395	Jave Johnson	369	Allan Munro	332	Benjamin Mancillas	297
Philip Walters	425	Kristopher Demers	394	Julie Wells	369	Puaua Fetineiai	331	Nanette Clay	297
David Hutchinson	425	George Sturge	394	Jeffrey Devermann	368	Kory Brost	331	Thomas Craig	296
Raquel Baldwin	425	Daniel Walton	394	Aniva Lagaia	368	Ted Kolby	331	Kyle Soltesz	296
Anna Senra	424	James Boden	394	Timothy Velky	368	Felicia Price	330	Yan Liang	296
Joseph McCracken	424	Chance Clauss	393	Billy Dunn	368	Catherine Minor	328	Jason Wilkins	296
Michael McKibben	423	Tyler Zemenchik	393	Misty McMurdo	367	Eric Peyton	328	Pat Alessi	295
Timothy Gray	423	Clyde Roberts	391	Christopher Theodat	367	David Pirog	327	Michael Benney	295
Sara Jacobs	423	Jacqueline Reim	389	Avshalom Wolfshout	367	Bret Green	327	Kimberly Anderson	295
Marvin Hester	421	Ashlynn Orng	388	Talalelei Tanielu	367	Paul Burrows	326	Ellen Neustaedter	295
Qing Yuan	421	Lenore Rangi	388	George Lahamedjian	366	Thomas Soloweyko	325	James Disiere	295
Shannon Webb	420	Dwight Gradolph	388	Pravin Boscha	365	Sharon Matern	325	Taupea Piliu	292
Janet Charles	419	Trauja Purifoy	388	Jordan Freeman	365	Beau Locker	325	Gretchen Crady	292
Andrew Queen	419	Timote Manako	387	Chris Clark	364	Alafou Tupuola	325	Tia McCutcheon	292

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
John Ophals	\$292	Kathleen Ware	\$271	Thomas Vaughn	\$244	Michael Parcon	\$222		
Steven Loveless	291	Sharif Grays	270	Jason Yockey	244	Derek Wiens	221		
Cresencio Escamilla	291	John Leota	269	Teryl Jones	243	Robert Bannister	221		
Melissa Toyryla	291	David Cowan	269	Brian Lilly	242	Matthew Veglia	221		
William Lloyd	290	Shannon Cline	269	William Hutchison	242	Michelle Demmery	220		
Benjamin Gowler	289	Daniel Pally	269	Richard Davis	242	Robert Nolan	220		
Orett Nelson	289	Rhoda Gbadeyan	268	Maleah Taai	241	Chinyere Udechukwu	220		
Jeff Schuler	289	Patrick Stenglein	267	Mapuani Tupou	240	Jeanne Ward	220		
Jarred Sykes	289	Christena Davis	266	Jenna Maxwell	238	Nexaly Ramos	220		
Joshua Knepp	289	Keith Blackston	265	Maureen Muchison	238	Val Aiono	219		
Michael Alexandre	288	Andrew Coleman	265	Allen Brown	238	Gloria Garrett	219		
Kimberly Mussich	288	Nacanieli Vunituraga	265	Gerard Pleasant	238	Feroz Rahman	218		
Brian Blair	287	Dale Meyer	264	Huihann Wee	237	Raymond Angeles	218		
Shonta Reese	287	Ana Key	263	Sean Rogers	237	Isaac Harrison	218		
Tyrell Flood	287	Rodolfo Peterkin	263	Afa Seumanu	237	Javier Arce	218		
Walter Powell	286	Stephen Liberto	262	Vaimili Alefosio	237	Casey Quinn	217		
Jacklyn Tweeten	286	William Huff	262	Dustin Kiss	237	Ian Dacanay	217		
Randall Cook	285	Mitchell Tempo	262	Malia Nuku	236	Matthew Nitz	216		
Simon Arutyunyan	285	Monicia Harris	262	Jason Fuller	236	Corinne Wint	216		
Jason Lafayette	285	Craig Baxter	261	Kyle Kaiser	236	Eric Kleinschmidt	215		
Ronald Rennich	283	John Farley	261	Ryan Hernandez	236	Tyler Murray	214		
Bervina Lane	283	Krista Miller	261	Evan Wicklund	236	John Palmieri	214		
Anthony Balloutine	282	Henry Ingraham	261	Thomas Chafatelli	236	Tyrone Capers	214		
Patricia Morales	282	Sabrina Honaker	260	Elizabeth VanDugteren	236	Dustin Dunlap	213		
Adam Hummel	282	Mele Valahulu	260	David Ocasio	235	Spencer Layton	213		
Rebecca Allbaugh	281	Peter Talamaiavao	260	Lynn Doolittle	235	Richard Cleveland	213		
James Smith	281	Tiffany Rovinski	260	Jarred Santi	234	Nicholas Collins	212		
Scott Kosovan	280	Brody Baxter	260	Phillip Kogel	233	Alison Allen	212		
John Mahoney	279	Willie Brown	259	Brandon Summerton	233	Moli Taufouu	211		
Amy Recktenwald	279	Ricardo Quick	259	Yuliana Huerta	233	William Moody	211		
Jatinder Hundal	279	Lila Madrigal	258	Charles Petersen	232	Ny Sorn	211		
Larry Finch	279	Sione Ika	258	Rodney Mori	232	Joseph Harris	210		
Margaret Madsen	279	Lamar Livingston	258	Nathan Davis	231	Mark Stubblefield	208		
Brandon Smith	279	Zachary Overton	256	Grant Anderton	231	John Passi	207		
Rolando Garcia	279	Earl Gibson	255	Keith Booker	231	William VandenDries	207		
Michelle Hallett	278	Howard Roberts	255	Kristi Jones	230	Janet Cullar	207		
Kyna Thomas	278	Dawn Richards	255	John Siitonen	230	Raphael Musto	207		
Erik Hulick	278	Mitchell Look	254	Ashley McMurtry	229	Kevin Appasamy	205		
Elizabeth Guse	277	Marie Hayes	253	Mark Gorman	228	Katherine Fallon	204		
Ricardo Garavito	277	Hyungjun Kae	251	Marion Polk	228	Seema Soin	204		
Preston Turner	277	Qiong Liang	251	Tefuli Sale	228	Douglas Davis	203		
Liridon Pervizi	277	Daniel Umbertone	250	Darryl Edwards	227	Mohit Sharma	203		
Karen Sessing	276	Gursandeep Boparai	250	Amanda Larabie	227	Angela Donoghue	202		
Kehinda Pryor	276	Aaron Singer	250	Terry Reese	227	Milan Kucera	202		
Andrew Jaycox	275	Michael Archibald	250	Francis Lerro	227	Bobby Szwaja	202		
Maurice Baritz	275	Steven Miller	250	Sharon Brenner	226	Alfred Renaud	202		
Stephen Cox	274	Kelvin Sherrod	249	Rajeev Arora	226	Michael Roth	200		
Ashley Wenning	273	Jennifer Sullivan	249	Jason Koong	226				
Duane Robertson	273	Brenda Campbell	248	Justin Walsh	225				
Lori Jones	272	Cumhur Gulel	247	Michael Hasibar	225				
Jose Lopes	272	Taneshia Solomon	247	James Carr	225				
Cheryl McLean	272	Heather Leckrone	247	Ofaloto 'Tatofi	224				
Lisa Doherty	272	Feleti Lavulavu	245	Phillip Garvin	223				
Derrick Martinez	272	Omar Reyes	245	Jorden Schultz	223				
Elaine Kulawiak	272	Josifini Chong	245	Kelly Bunyard	222				
Tyler McBride	271	Ryan Wilson	244	Fusipala Latu	222				

